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SEASIDERS' SURVIVAL HOPES RISE

DEBT-RIDDEN Folkestone Invicta FC has received a stay of execution after a successful first meeting with HM Revenue and Customs.

Invicta will now definitely finish the season, having negotiated a potentially club-saving reduction in its tax liabilities during the meeting last week.

It means that three months after announcing debts of more than £200,000, the Seasideers can finally look to the future with some certainty.

Former Ashford Town chairman Mark Jenner, who was brought in to

■ BY DAVID PRITCHARD

help find a solution, emerged from the meeting cautiously optimistic.

He said: "It's small steps and we're taking them one at a time. Now at least we have the certainty we will see out this season. One thing we can assure people is that Invicta will still be here as a club. We have absolute confidence we'll be starting next season."

In addition to postponing any further contact until the summer, the club negotiated a reduction in its outstanding taxes, which date to 2001.

HMRC agreed to scrap the interest

and penalties on the arrears – a discount worth some £50,000.

While the amount owed is still measured in tens of thousands of pounds, Mr Jenner believes the club can survive.

He said: "Our argument was we haven't got the money and those sums were clearly beyond a club of this size to generate. It may be feasible to look at a payment schedule over a number of years and I'm confident we'll come to some sort of arrangement."

The club still has other debts to address, including a bank loan, an overdraft and a separate tax claim.

• For more on this story, see page 71.



CLIFF AND SHADOW

Shadow the husky had a lucky escape after falling down a cliff face in thick fog. Shadow was walking with his owner just off Wear Bay Road, Folkestone, on Wednesday last week, when the dog took a 20ft tumble, shortly after 9.30am.

Luckily the four-year-old pet landed unhurt on a ledge, but the cliff was too steep to climb back up and his owner called Kent Fire and Rescue. Two crews from Folkestone were sent out, plus a specialist line rescue team from Deal – including watch manager Paul Vanstone (pictured), who used their equipment to reach Shadow.

Deal station commander John Yore said: "It was misty and the dog strayed too close to the edge. Fortunately he landed on a ledge about 20ft down. The rescue was awkward as it was a sheer cliff, but the team found a safe access. Eventually we got Shadow in a harness and rescued him, to be reunited with his grateful owner at the top of the cliff."

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COMPETITIONPAGE 15

LETTERSPAGES 16-17

MOTORINGPAGES 59-62

BUSINESSPAGE 69

SPORTPAGES 70-71

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Estate agents stay positive about state of the market

■ BY JAMES ALEXANDRE

SHEPWAY'S housing market has not escaped the downturn, although the new year has started brightly, according to estate agents.

Those sellers who are eager to move and lower their asking price are most likely to get a result, along with those who can raise the necessary deposit and are not part of a chain.

James Hawkins, director of James Hawkins & Co in New Romney, said the period between the end of December and beginning of January had been "absolutely manic" and he was being kept extremely busy.

He said: "We were expecting a quiet period, but there has been a lot of activity and offers made in the first two weeks of January."

"Many people seem to be finding a bargain at the lower end of market and are reinvesting in property as savings are now so low."

Increase

However, he said the market was still quite slow to recover, with some sellers reluctant to put their home up for sale, but that people were still snapping up what was available at cheaper prices:

"There's a definite increase in the number of first-time buyers, just so long as they can raise the 20 per cent deposit necessary."

"It's the people who are only selling

and have nothing to buy who are losing out."

He gave the example of a three bedroom end-of-terrace house in New Romney which is going for £105,000, a price more usually associated with a flat or apartment.

Charlie Athow, sales director of Philip A Chapman in Hythe, also said January had seen an increase:

"Those people who have been hanging on to properties probably can't hang on much longer."

Motivation

"Generally it's quite quiet over Christmas, but it now seems to be everyone's new year resolution to complete their move."

"It leaves sellers who are motivated to sell and buyers who are serious about buying, so no room for time-wasters."

David Bateman, of Bateman's in Lydd, also said there had been a rise in interest over the last couple of months, although he estimated it to be about 75 per cent less than this time last year.

He told Yourshepway: "What goes up must of necessity come down."

"Homeowners had got used to the media telling them house prices had gone up by five, seven, eight per cent this month, now we must all get used to a little reality."

He said the best-selling properties were bungalows, with the slowest being ex-local authority three-bedroom houses.

• For full report on housing across Kent go to www.kentnews.co.uk/readmore.

• How you can save money by trading up. See Property page 51.

Gurkha barracks to be visited by prince

PRINCE Charles will be at Shorncliffe barracks next week to visit Gurkha soldiers and families of those serving in Afghanistan.

The heir to the throne is Colonel-in-Chief of the Royal Gurkha Rifles and will meet the rear party of the regiment's 2nd Battalion on Wednesday.

Some 650 members of 2 RGR are deployed abroad, while the 160-strong rear party provides vital support to those on operations as well as looking after the welfare of the families they have left behind.

Date set for Tunnel to resume a full service

SERVICES through the Channel Tunnel will be back to normal within three weeks, barely five months after September's fire.

A series of tests will take place at the start of February after repairs to interval six of the Tunnel, in time for Valentine's Day and the start of the half-term holidays.

From the night of February 9-10, Eurotunnel shuttles and Eurostar trains will be able to travel through the Tunnel at their usual speeds rather than at a restricted level.

From February 10, departures for truck shuttles will be able to increase to six per hour in each direction.

Fire-fighters called to rescue pair from mud

A WOMAN and her pet dog had to be rescued after becoming stuck in the mud at Folkestone harbour.

Fire crews were called to the scene on Sunday after she tried to get the animal, thought to be a dachshund, at about 11.20am.

Two pumps were sent from Folkestone and another from Whitstable, which has specialist water equipment.

The woman, believed to be in her mid-50s, was stuck up to her ankles in mud and holding the dog by the time fire-fighters reached her.

She was freed at 11.53am while it was still low tide.

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The princess rests in a hotel while author stays at home

Census reveals who was where in 1911

FAMOUS figures from Folkestone's past been revealed after census records were released for the first time last week.

Novelists, military personnel and Russian royalty are among the illustrious figures listed in the 1911 census, which has been launched online.

It has the names, addresses, ages and occupations of everyone who was in the country at that time.

One of those named as being at home on the night of Sunday, April 2, 1911, is Irish author Bethile Marie Croker, who wrote the likes of *Road To Mandalay*, *Beyond The Pale* and *Nine Days Wonder*.

Her fame at that time was such that several of her books were serialised in *The Times*.

She is the signatory on the record for her house at 5 Radnor Cliff, including her profession as a "nonelist" as it appears on the webpage when scanned from the original document.

The census in 1911 is the first to show the household schedules, or

■ BY JAMES ALEXANDRE

forms, which the occupiers had to fill in for themselves, complete with mistakes and sketches.

BM Croker is listed as living with her husband of 39 years, Lieutenant Colonel John Croker, a late officer of the Royal Scots Fusiliers, along with a cook, a servant and two nurses.

A search of the records for The Grand Hotel on The Leas reveals the glamorous clientele who were staying over at the time.

Prince Vladimir Bariatsinsky, one of a long line of Russian military commanders, and his wife Princess Lydia were among those named as "visitors" on the census.

The prince lists his occupation as a "man of letters", while the princess is a "dramatic artist".

John Frederick Pollock, a barrister and author from London, was also a guest at The Grand on the night and, according to other historical sources, later married Princess Lydia in 1920.

People of note among the visitors include a journalist and author by

the name of WC Courtney, army officer Captain C Moberly and 66-year-old architect and surveyor William Bradford.

Others are listed as a banker, merchant and accountant, together with students of agriculture, domestic servants, ladies' maids and a chauffeur.

Another novelist, Jocelyn Brooke, a contemporary of Evelyn Waugh and Anthony Powell who wrote *Military Orchid*, *A Mine Of Serpents* and *The Goose Cathedral*, is listed as the two-year-old son of wine merchant Henry Brooke and wife of 15 years May.

Their home at 9 Radnor Cliff also shows they had a housemaid, nurse and cook, together with an Argentinian visitor by the name of Marion Frances Daniel.

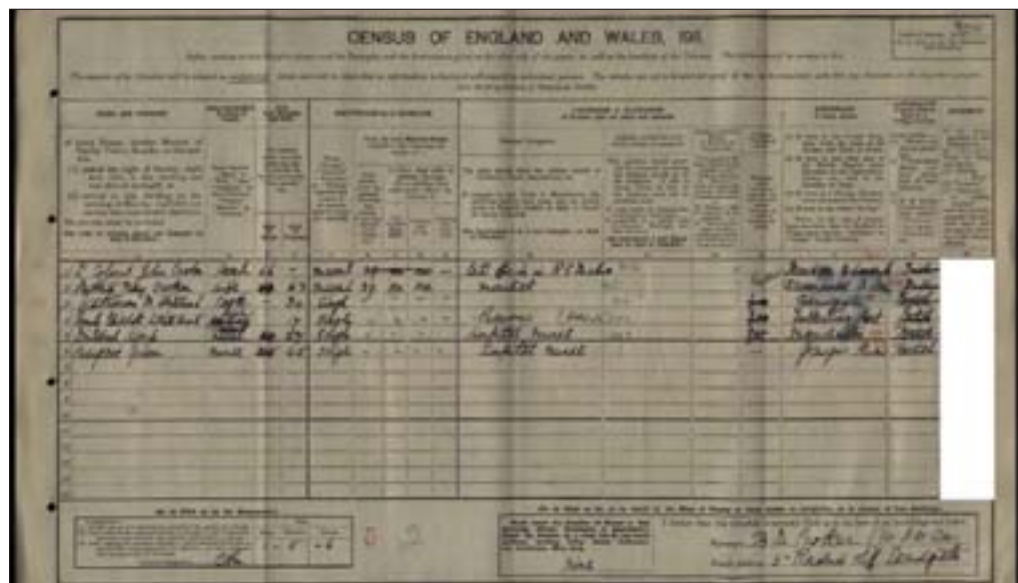
However, a search for HG Wells, arguably Shepway's most famous former resident, who lived at Spade House on Radnor Cliff Crescent around the time and wrote several books there, produces only one match – a Herbert Wells who was a 36-year-old married butler.

• The census is available to view at www.1911census.co.uk.



PICTURE NATIONAL PORTRAIT GALLERY/LONDON

HISTORIC BEAUTY: Princess Lydia Bariatsinsky of Russia later married an Englishman who had also stayed at The Grand in Folkestone during the night of the 1911 census



PICTURE WWW.NATIONALARCHIVES.CO.UK

STAYING IN: Irish-born novelist BM Croker's signature is shown on the original document from 1911 on behalf of her husband, Lieutenant Croker

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Keeping posted on bluetongue danger

POSTCARDS have been sent to farmers reminding them to vaccinate sheep and cattle against bluetongue.

Posters have also been put up at live-stock markets, shows and veterinary surgeries as part of a National Farmers' Union scheme.

Bluetongue is an insect-borne viral disease that can cause severe sickness and death in animals if untreated.

Its name comes from the symptom of swollen lips and tongues seen in some cases.

The NFU's James Mulleneux said: "Farmers should contact their vet now, order BTV8 vaccine and make time to vaccinate."

"Bluetongue hasn't gone away.

"On the Continent the effects of the disease have been terrible, with more than 22,000 cases in France."

Expert Dr Chris Oura will be giving advice on the disease at Ashford market from 6pm on Wednesday, February 11.

Couple's world tour

A FOLKESTONE couple have embarked upon an adventure of a lifetime by setting off on a round-the-world trip.

Rob Gill, who was the grocery manager at Sainsbury's in Bouverie Road West, and girlfriend Becky Horan, who worked in the pharmacy at the supermarket's West Park Farm store, began their journey in China last month.

They planned to do some backpacking for about two weeks before moving on to Australia, where they will be living and working for the majority of the time.

They then intend to spend two weeks in Fiji and a month in the US before flying back to the UK.

GYM'LL FIX IT FOR YOU AND INVICTA



Players from Folkestone Invicta FC are put through their paces at the South Kent College gym.

The campus in Shorncliffe Road, Folkestone, has reopened its Fitness Zone to the public and is encouraging everyone to sign up to work off the Christmas excess and keep themselves in shape.

Government policy is to offer three hours of sports activities to teenagers each week and the college wants more people to benefit - especially given the recession-beating price.

Membership is £14 per month and includes a cardiovascular suite with climbing, running and rowing machines, weights area and an aerobics studio with personal training available.

Complete lower body workout sessions start today (Wednesday) and are suitable for all levels of fitness. Phone 07843 175480, or visit www.southkent.ac.uk/fitnesszone.

Risk to nuclear plants from airport growth 'acceptable'

A NUCLEAR inspector's report has concluded that expansion at Lydd airport would prove little risk to the nuclear power stations at Dungeness.

Fears that a rise in the number of flights would increase the chances of the reactor being hit were dismissed by the Government's Health and Safety Executive, which said that any danger would be "sufficiently small" and within acceptable limits.

The report said: "In an analysis of flight activities to 2014, the airport operations contribute a small proportion of the total risk."

"While we acknowledge that an increase in operations at the airport will increase the risk of an accident which could lead to a release of radiation, our assessment of that risk has found it to be within the targets laid down in our safety assessment principles."

Louise Barton, chairwoman of the Lydd Airport Action Group, disputed the report's

■ BY JAMES ALEXANDRE

basis, saying that much of what the inspector had said contradicted the original safety advice given in 1988, when proposals were first made to expand Lydd airport.

She said: "Some of the safety information contained in this report contradicts what was written for the application in 1988."

"When the report came out we sent in an application to the nuclear equivalent of the Ombudsman to try to find out on what assumptions the report was written and we are still waiting for them to come clean."

She said the inspector's failure to oppose the expansion could lead to a backlash among residents who were otherwise happy to see a new power station built at Dungeness:

"People aren't anti-nuclear, but they are anti-airport. British Energy is hosting meetings in the area about building a new station, but if Shepway council allows the airport expansion to

go ahead people could turn against the idea because of fears about safety, such as accidental crash damage.

"The goodwill towards the power station could turn negative. We're not going to lie down like lambs. We haven't had an explanation and we deserve one."

The group also commissioned its own report from health and safety professionals, which said it was unclear how the inspectorate reached its conclusions, since the flight paths included in the current proposals were considered unacceptable in 1988.

The news comes after Lydd airport bosses welcomed the announcement of the decision to build a third runway at Heathrow, while recognising the importance of expanding regional airports.

The airport has submitted two planning applications to Shepway council, for a new 500,000-passenger terminal building and a 444-metre runway extension. A decision on the applications is expected in the spring.

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District's schools rise to league tables challenge

THE district's schools have reason to be cheerful after this year's GCSE league tables showed an impressive improvement in results.

Folkestone School for Girls and Harvey Grammar topped the class, with 96 per cent and 94 per cent success rates respectively.

New Romney's Marsh Academy, which opened in August 2007, exceeded the benchmark, with 32 per cent of pupils gaining A*-C grades including English and maths.

Meanwhile, Brockhill Park Performing Arts School, which was one of two Shepway schools told to improve or face possible closure, met the 30 per cent target head-on – up from 28 per cent the previous year.

It was named in the Government's national

■ BY JAMES ALEXANDRE

challenge in June last year as being one of 638 schools in the country and 33 in Kent told to meet the GCSE target within three years.

Head-teacher Sonette Schwartz said the results were a testimony to the hard work of students and staff:

"It's an improvement and we're very excited as we are no longer in the national challenge. We met our threshold – as we knew we would.

"In terms of value-added, we're the best school in Shepway and are getting the results we should get.

"It reiterates what we believe about ourselves, that the students do very well."

She put the success down to the school's intro-

duction of innovative teaching methods, such as vertical tutor groups.

Ms Schwartz said: "Our performing arts status also gives us added opportunities and raises confidence among the pupils.

"The Good Schools Guide rated us the best school in England for performing arts."

Pent Valley Technology College in Folkestone narrowly missed out on the 30 per cent target, with 27 per cent. Folkestone Academy, meanwhile, was given only 14 per cent due to many of its subjects being based on alternative qualifications such as apprenticeships and GNVQs.

Mario Citro, head of Pent Valley, said: "We are not concerned about Government targets simply because the ones we set ourselves are usually higher, and over the past two years we have shown we are capable of achieving these."

Death of screen icon who became the Scarecrow

PATRICK McGoohan, star of the 1963 Disney film *The Scarecrow of Romney Marsh*, died last week at the age of 80 after a short illness.



LEGEND: McGoohan in *The Prisoner*

The Irish-born actor, best known for his 1960s TV roles as *Danger Man* and later *Number Six* in cult series *The Prisoner*, brought the characters of Russell Thorndike's novels to the big screen, playing parish vicar Dr Christopher Syn and his alias the Scarecrow.

The film, along with three television episodes, was recently re-released on DVD. And *Yourshepway* revealed that Johnny Depp was rumoured to be starring in a future Disney remake.

QUICK ON THE DRAW



More than 600 people took part in a budget survey and told Shepway council where it should spend its money.

Affordable housing emerged as the highest priority, with keeping the district safe second and opportunities for young people in third.

Other priorities included cleaner streets, more opportunities for sport and leisure, and maintaining parks and open spaces.

Matters covered in the survey included value for money from council tax and what services Shepway should spend more, or less, money on to help it balance the books.

The survey involved questionnaires and a

'spendometer' at Folkestone's Civic Centre during National Customer Services Week in October.

Cllr David Monk, cabinet member for finance, said a detailed analysis of the results would be included in the medium-term financial strategy to be considered this month.

The survey included an opportunity for people to enter a prize draw for £50 of shopping vouchers.

The draw was made by Cllr Monk and Kathryn Beldon, corporate director for technical and finance, and won by Kathryn Champion, of Middle Mead, Folkestone.

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Sat 21st February
Mr Wonderful Dancing
Sunday 22nd February
Televised British Wrestling
Friday 27th February
Colin Fry and TJ Higgs
Saturday 28th February
An audience with
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Tuesday 3rd March
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Friday 6th March

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Monday 9th – Wednesday 11th March

Jackyll & Hyde

Sunday 15th March

The All Stars Band

"20th Annual Charity Concert"

Friday 20th March

LEMAR in Concert

Saturday 21st March

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APRIL 2009

Saturday 4th April

Disco Inferno

Sunday 5th April

The Enemy in Concert

Friday 10th & Saturday 11th April

Thanet Beer Festival

Saturday 18th April

Essence of Ireland

Sunday 19th April

Sooty In Space

MAY 2009

Wednesday 6th May

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Sunday 10th May

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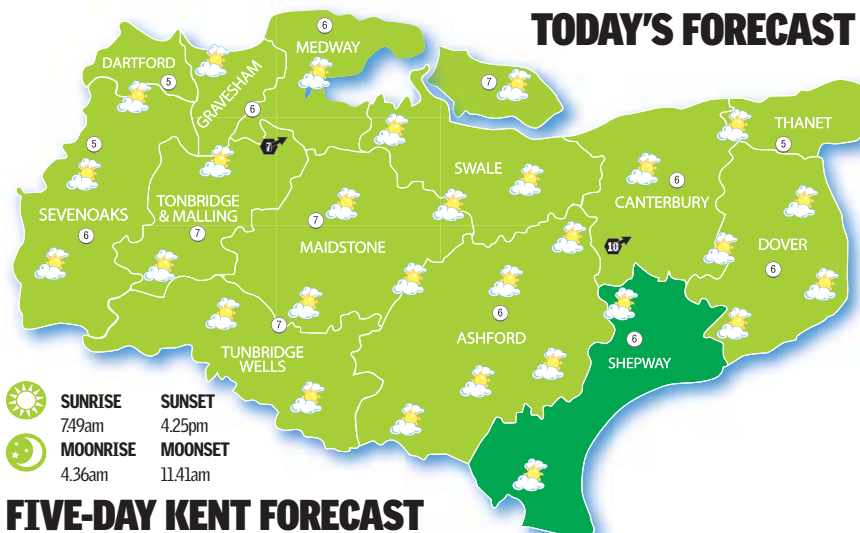
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WEEKEND HIGH TIDES

Chatham	Saturday	11:48am	5.3m
	Sunday	12:28pm	5.5m
Dover	Saturday	10:06am	5.8m
	Sunday	10:44am	6.0m
Dungeness	Saturday	9:50am	6.6m
	Sunday	10:33am	6.8m
Ramsgate	Saturday	10:36am	4.4m
	Sunday	11:14am	4.6m
Sheerness	Saturday	11:37am	5.2m
	Sunday	12:18pm	5.3m
Whitstable	Saturday	11:47am	4.8m
	Sunday	12:29pm	4.9m

AROUND THE WORLD YESTERDAY

Amsterdam	5°C	Madrid	12°C
Athens	17°C	New York	-2°C
Barcelona	13°C	Paris	12°C
Beijing	4°C	Rome	14°C
Bombay	32°C	Sydney	26°C
Cape Town	27°C	Tenerife	19°C
Cardiff	6°C	Tokyo	14°C
Gibraltar	14°C	Vancouver	3°C
Hong Kong	24°C	Warsaw	1°C
Las Palmas	18°C	Wellington	17°C

Council jobs under threat due to financial climate

SHEPWAY council has admitted that jobs could be at risk due to the downturn and the need to make savings.

The news comes after the Local Government Association revealed that one in seven councils nationally have had to axe staff over the last few months, with the prospect of more to come.

The announcement comes as council tax rates are set for the next 12 months, with the average band D property expected to rise by 4.7 per cent.

A council spokesman said: "Like any organisation, we are not immune to the need to make savings as the credit crunch continues. Some of these savings will come as a result of not filling vacant posts, which will be scrutinised before the decision to recruit is made."

"With the continued drive for efficiency in local government, reviews of services to increase efficiency and reduce costs may result in small numbers of staff being at risk."

Struggling

A draft budget report last month said spending pressures and the rising cost of living would lead to higher pay settlements for employees, leaving the council struggling to balance the books.

It revealed that due to the Government only awarding a 0.5 per cent increase in its annual grant and other financial obligations, Shepway council would "have to arrive at an affordable but fair settlement for its employees".

The chairwoman of the Local Government Association, Cllr Margaret Eaton, said: "The recession is causing a decline in income and an ever greater demand for essential services such as help for the homeless and increased support for local businesses."

"It is an unpleasant decision for any council to cut jobs, but they also understand local people are suffering. Councils are working hard to keep council tax down."

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon		Thur	Fri	Sat	Sun	Mon
Ashford	7°C	7°C	8°C	9°C	8°C	Gravesend	6°C	6°C	8°C	9°C	9°C
Canterbury	6°C	5°C	7°C	8°C	7°C	Maidstone	6°C	6°C	8°C	10°C	8°C
Chatham	6°C	6°C	9°C	9°C	8°C	Ramsgate	6°C	5°C	7°C	8°C	7°C
Dartford	6°C	6°C	8°C	9°C	9°C	Rochester	6°C	6°C	9°C	9°C	8°C
Dover	6°C	6°C	6°C	7°C	7°C	Sevenoaks	5°C	5°C	7°C	8°C	7°C
Faversham	6°C	6°C	9°C	9°C	8°C	Sittingbourne	6°C	6°C	9°C	9°C	8°C
Folkestone	6°C	6°C	6°C	7°C	7°C	Tonbridge	6°C	6°C	8°C	9°C	8°C
Gillingham	6°C	6°C	9°C	9°C	8°C	Tun Wells	6°C	6°C	8°C	9°C	8°C

Eastern and Coastal Kent Health and Social Care



Eastern and Coastal Kent

Trialling extended hours for Blood Test services at the Folkestone NHS Walk-in Centre

The NHS in Eastern and Coastal Kent is pleased to announce a temporary extension of availability and opening hours of blood test services at Folkestone NHS Walk in-Centre, part of the Royal Victoria Hospital in Radnor Park Avenue.

The extended blood test service will be open for 3 extra hours in the weekday evenings and Saturday morning to test the demand and impact of providing extended Phlebotomy Department opening hours.

The temporary service is available 6 days a week until **Saturday 14th March 2009**

The opening hours during this trial period are: **Monday to Friday 8.30am – 7.00pm / Saturday 9.00am - Midday**

A blood test, during the extended service, will be available as part of your treatment when visiting the Walk-in Centre or by a referral from your Doctor.

It is hoped that this temporary extension will give patients improved access when attending the Walk-in Centre. After the 24 week trial period the number of people using the extended service will be assessed to see if this service should be available for longer hours in the long term.

For further information contact:
communications@eastcoastkent.nhs.uk

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QUESTION & ANSWER

TONY CLEAVER and TREVOR FOSTER



Q Tell us about your group

A The Kent Timewarp Car and Costume Group was founded in 2005 after a fundraiser by myself (Tony), Trevor Foster and James Bianchi for the Gateway Hospital Broadcasting Service. We go to classic car shows and local events with our historic vehicles dressing in period costumes. Our members are now from across Kent and consist of those from other car groups such as the East Kent Morris Minor Club and those who are independent – now having around 20 members. Support comes from Dover Town Council, who helped us establish ourselves and Ritzy Retro's heritage fashion shop in Broadstairs. We offer a unique glimpse into modern history and English eccentricity.

Q Why do you do it?

A We raise money for local charities and organisations in Kent, so far raising approximately £1,000, which included £560 for the Gateway Hospital Broadcasting Service in Dover and £400 for the local branch of the Muscular Dystrophy Campaign. We are currently raising funds for the Deal and Dover Volunteer Bureau. Raising the profile of local events and heritage tourism attractions that are mostly volunteered is also a big part of the group's ethos through promotion. And most importantly we love seeing people's memories come alive and the smiles on people's faces.

Q What is your role within the group?

A Both myself and Trevor are founder members. We arrange the events that we attend and decide on the organisations/groups we support on a yearly and event basis. Liaising with local groups, organisations and businesses for support is also a huge part of our job.

Q Do you enjoy it?

A We thoroughly enjoy raising money for local charities and seeing the smiles on people at events when we cheer them up.

Q What events have you recently attended?

A We recently attended the second Hothfield History Day near Ashford by the Hothfield Heritage Society, raising the profile of the history of the village. We also attended our third Dover Christmas Cheer Extravaganza and lights switch-on. For this we would like to thank Dover Town Council and Tracey Hubbard for inviting us along and for the people giving donations for the Dover and Deal Volunteer Bureau.

Q What is your greatest achievement?

A Establishing the group and making people smile even in a recession! Managing to get support from local businesses and donations of

sweets to distribute at the Christmas Cheer event in Dover. For this we would like to thank Asda in Folkestone and the Co-op in River, near Dover, for their donations of sweets to help raise funds for the Dover and District Volunteer Bureau. We'd like also to thank Somerfield, Tesco and Iceland for their support towards last year's Dover Christmas Extravaganza.

Q If you had one wish for Dover, what would it be?

A I would like it to be a successful and prosperous town with low unemployment. This would help other aspects of the town such as morale, tourism and quality of life.

Q What other hobbies and interests do you have?

A **Tony:** I support other local organisations including the Dover George Cross Campaign, which I am a member of. In the past I have also been involved in video production with the Deal Time Ball Tower and Western Heights Preservation Society, whose events our group likes to attend.

Trevor: I have an interest in the 1940s fashions, vehicles and the life of people who lived in that period. I regularly attend 1940s re-enactment days such as the Hellfire Corner Society's Dover 1940s weekend held in June every year.

• You can find out more about the Kent Timewarp Car and Costume Group by visiting <http://kenttimewarptripod.com>.

Q & A

Tony Cleaver and Trevor Foster from the Kent Timewarp Car and Costume Group talk to **Tom Betts** about all their fund-raising work, their obsession with the 1940s and bringing smiles to people's faces in the area

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Tory leader David Cameron's Q and A session in Chatham. Search 'Cameron'



Man in line for Radio 4 gong for raising awareness of eye disease. Search 'Royston'

EDITOR'S CHOICE

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yourkenttv.co.uk

Fat chance to win money

NHS scheme to offer obese cash incentive for losing weight

BY JENNA PUDELEK

OBESE people are set to receive cash rewards from the NHS of more than £400 for losing weight.

But the Tories' health spokesman said he was "sceptical" about using taxpayers' cash to reward people for dieting.

East Kent health bosses are calling for hundreds of overweight men and women to take part in the trial and dieters can choose from cash or vouchers for holidays and shopping for dropping a few dress sizes or losing their beer bellies.

Rewards range from £70 for shifting 15lbs, to £425 for losing 50lbs and keeping it off for six months.

Shadow health secretary, Andrew Lansley, said: "While incentive schemes can be useful in helping people to lose weight, we are extremely sceptical about whether public money should be handed over in this manner.

Exercise

"Incentives should be geared around sustaining people's drive to lose weight, for example by encouraging them to do more exercise, not simply handing over taxpayers' hard-earned money."

But the country is facing an obesity crisis - the NHS in east Kent alone spends around £200million a year treating people for diseases linked to being obese or overweight such as type 2 diabetes, heart disease and cancer.

NHS Eastern and Coastal Kent's public health specialist Claire Martin said: "In east Kent one in four people are obese so it is very clear that people need help to achieve a healthy weight.

"The whole issue of increasing levels of obesity is very complex and is clearly not just about choice.

"The annual cost to the NHS in east Kent is one fifth of its annual budget - so we need to look at ways of reducing this cost locally."



Picture: BEX FEATURES

INCENTIVE: Health bosses are calling on the obese to take part in trial to earn rewards for shedding excess pounds

If the 'pounds for pounds' trial is successful and value for money it could be rolled out across the county and nationally.

The NHS in west Kent forks out £130million and in Medway £70million a year treating the overweight and obese.

Nationally more than 9,000 people die too young from obesity.

Government figures show that by 2015 the county's taxpayers will be spending £448million on the over-eating and under-exercising crisis.

Obesity specialist Ms Martin said the focus of the Kent scheme would reward for gradual weight loss, a balanced diet and lifestyle.

Its aim is long-term weight control, she said.

But experts say many people over eat for emotional reasons and can turn to food like

some turn to drugs or alcohol.

Asked whether the dieters will be too motivated by the money and revert to their fatty food habits after collecting the cash, Ms Martin said: "We recognise that achieving a healthy weight is complex and different levels of service need to be put in place for different people.

"For a proportion of the population the trial might be the programme that makes the difference for them.

"For others, a more specialised service will be required and we are investing in other programmes that address greater complexities within individuals as to why they have difficulty achieving a healthy weight."

• If you want to take part in the trial visit www.nhsweightlosstrial.com or call the helpline on 0800 849 4000.



POP IDOLS: The Cheeky Girls visited school in Sevenoaks

Cheeky little visit for singing pupils

POP beauties The Cheeky Girls were in Kent last week to hand over the prizes in a major school music competition.

They met pupils at the Sevenoaks Preparatory School, who won the Royal London Society for the Blind's inaugural White Christmas singing competition.

Keen RLSB supporters The Cheeky Girls judged the competition for the RLSB, and then listened to the winning pupils from Sevenoaks Preparatory School perform their successful version of the classic, Ave Maria.

The winners will also be recording their winning song at the school's sound studio.

Year Six pupil Jordan said: "It's been great to meet the Cheeky Girls, and I'm certain we can defend our title next time."

The Cheeky Girls do not charge for their appearances for the RLSB.

Monica Irimia, said: "Gaby and I have been delighted to be judges in this singing competition for the RLSB, and it's been great fun to meet and listen to the children from local schools. We'll definitely be back again for judge the next one."

Second and third places went to Dunton Green Primary and Seal Primary respectively.



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Joanna slams 'exaggerated' cost of letting Gurkhas stay in the UK

■ BY STEVE KNIGHT

ACTRESS Joanna Lumley has declared war on the Ministry of Defence for "exaggerating" the cost of allowing retired Gurkhas to settle in the UK.

Last September, High Court judges ruled the current system of allowing only those soldiers who retired after 1997 to remain in the UK was unlawful and ordered the Home Office to come up with new rules.

Former Absolutely Fabulous star Lumley is backing a national campaign to secure equal rights for the Nepalese fighters, many of whom are based in Kent.

Shorncliffe Barracks in Folkestone is home to the 2nd Battalion The Royal Gurkha Rifles, who are currently serving in Afghanistan,



BATTLE: Joanna Lumley is fighting for Gurkhas' rights



while almost half the soldiers from the Maidstone-based 36 Engineers Regiment are Queen's Gurkha Engineers.

Responding to fears that Gurkhas will become too expensive as a result of the court ruling and be dropped from the Army as a

result, Lumley said the numbers entering the country would be small compared with other immigrant figures.

She said: "The MoD is making wildly exaggerated claims that as many as 50,000 may come."

"The Home Affairs Select Committee took evidence on this matter last year, and the figure is more likely to be between 3,000 and 5,000."

"Many of them had money deducted from their pay to help pay for it. They have as much right as any British citizen to use it."

An MoD spokeswoman dismissed speculation that it planned to disband the Gurkhas.

She said: "Between 1948 and 1997, some 30,100 Nepalese men joined the Brigade of Gurkhas. There are no plans to disband the Gurkhas, who have served this country with distinction and honour over many decades."

"We are working closely with the Home Office as it develops revised immigration rules for the Gurkhas."

Make 'em laugh at film festival

THINK you're funny? Can you put it all down on film? If so, you are in with a chance of taking part in an important film-making competition in Kent.

It's called the 2 Days Laughter Short Film Competition 2009.

It is free to enter and will be held on Saturday, April 4, at Theatre Royal Margate and is supported by Screen South and KCC Arts Investment Programme funding.

It is expected to attract more than 300 entries.

Beeping Bush Productions, which runs the 2 Days Later Short Film Competition, is bringing the sound of laughter back to Margate for

the second year of 2 Days Laughter Short Film Competition.

Following the success of the first 2 Days Laughter Screenings and Awards Ceremony last April, at the same venue, this year's competition has been expanded to include a special Young Comic Filmmakers' Awards section to allow schools and under-18s to take part.

Mick Etherton, the competition's co-director, said: "We hope this new category and matinee screening event will give an opportunity for Kent schools, youth organisations and individuals to try their hand at making us laugh."

• For more information, phone Mick Etherton or Chris Cordwell of Beeping Bush Ltd on 01843 223800. If you want



REEL CHANCE: Young filmmakers have a chance to impress at the 2 Days Laughter Short Film Competition to give your film a wider audience, you can upload it to our broadband TV website www.yourkenttv.co.uk.



REAL TWEET: Get your binoculars out and take part in the Big Garden Birdwatch this weekend

Your chance to join garden birdwatch

THE Big Garden Birdwatch – the world's biggest wildlife survey – takes place this weekend (January 24-25).

Last year, more than 16,000 Kent residents joined half a million people across the UK to note the birds in their garden, revealing which species were doing well and which were struggling.

Last year's results put starlings as the most common garden bird in the county, followed by house sparrows, although numbers of both species were down on previous years.

Hester Phillips, of the Royal Society for the Protection of Birds, said: "The survey started 30 years ago as a winter activity for our youth members. Now it appeals to both children and adults because it's fun, easy and only takes an hour to join in."

"Reaching our 30th birthday is a huge achievement and shows just how passionate people in Kent are about birds and wildlife."

"Over the last 30 years we've clocked up more than three million Big Garden Birdwatch hours in the UK, which is just incredible."

Last year, Kent participants recorded an average of four house sparrows per garden, compared with five in 2007 and 15 in 1991. This echoes the national trend, which has seen house sparrows decline by about two-thirds in the survey's 30-year period.

• For more details visit www.rspb.org.uk/birdwatch/.

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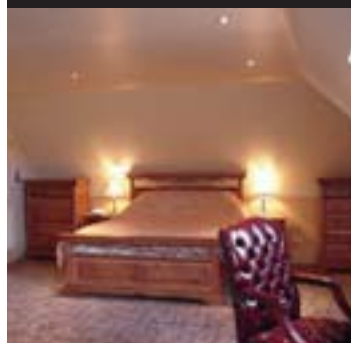
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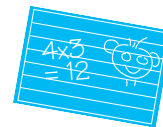
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Brockhill Park is on the rise

■ BY JAMES ALEXANDRE

BROCKHILL Park has an outstanding curriculum and standards reached are among the highest in the country, according to its most recent Ofsted report.

The specialist school in Sandling Road, Saltwood, received an overall rating of good, the second highest category, in recognition of its impact on the performing arts curriculum.

Students also reached broadly average standards in other subjects by the end of key stage four, helped by its "caring and supportive community".

However, some subjects varied when compared with other schools nationally, with standards in English and maths below the average. Attendance is good, although some students miss out due to parents taking them on holiday during term-time.

Pupils' personal development and well-being are highlighted, with behaviour and attitudes having improved since the school's previous inspection in 2004.

Parents believe the school does a good job, with one quoted as saying: "On the many occasions I've visited the school, whether for parents' evenings or the Christmas fair, I've found the students to be helpful, polite and confident young people."

Head-teacher Sonette Schwartz was praised by staff for being "inspirational", with good leadership and management contributing to the school's success. However, some subject leaders do not focus closely enough on students' achievements, therefore missing out on what needs to be improved.

The sixth form is satisfactory, including in



INSPECTION: Brockhill Park was rated as good

pupils' personal development, making progress from "relatively low academic starting points".

Some do better in some subjects than in others, leaving overall standards below average when measured against other schools nationally.

Developments such as the election of a student as school president are welcomed and sixth-formers take a leading role in school life.

The "unusual" Young Farmers' Club is given as a good example of the range of extracurricular activities on offer, alongside the specialist dance and drama subjects.

The school also contributes well to the community, for example giving performances and raising funds for charity.

In conclusion, the report recommended that Brockhill Park could improve further through boosting attendance for all age groups, focusing more on students' achievement in certain areas and raising the teaching needs of the sixth form.

BREAK TIME

Inclusive approach earns accolade

HEALTH and fitness are top of the class for Pent Valley students after their gym was recognised for being open to all.

Pent Valley Leisure Centre, behind the school in Tile Kiln Lane, Cheriton, was a winner at the Inclusive Fitness Awards ceremony in Birmingham.

The outstanding achievement award made it one of only 220 out of 5,700 centres nationally to be recognised as having suitable access for the 27 per cent of its membership who have disabilities.

The centre also took a creative inclusive environments award for the design, procedure, policies and marketing that go into making the centre universally accessible.

Manager Stuart Wise said: "This is a fantastic achievement and recognises the hard work and dedication put in by the team."

"Staff are trained to deal with adapted exercise and the centre was designed to be as inclusive as possible."

The centre's achievement is part of a



FIGHTING FIT: Centre staff at the awards

school commitment to improve standards of health and fitness for its students, which include the opening of a community health clinic on site.

From September, all year seven students new to the school will be offered a free healthy school lunch throughout the year. The aim is to involve the students in a healthy eating lifestyle.

To find out more about membership and activities on offer at the centre, visit www.thevllc.co.uk, or phone 01303 277539.

Deputy head is planning to teach you a lesson

TRAINEE and newly-qualified teachers looking to brush up their skills are invited to find out how to improve their lesson plans with a Shepway deputy head.

Susanne Staab, of Folkestone School For Girls, will be leading the Learning To Learn workshop as part of a professional studies training course.

She joined the school in 2000 as head of history, sociology and politics, and joined the leadership team as assistant head in 2005.

In 2007 she was redesignated deputy head. She continues to teach at all levels, as well as leading on teacher training.

The session is today (Wednesday), from 4pm-6pm, and aimed at trainee and newly-qualified teachers in the secondary sector, as well as more experienced colleagues.

Places are limited to 30. Email ssstaab@folkestonegirls.kent.sch.uk to reserve a place and to indicate your school and position.



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yourshepwayblogger

Folkestone businesswoman Gloria O'Donaghue insists we look on the bright side...



It's time to face the music with a geranium in your hat

SO it's here, the year of payback. After a decade of devil-may-care, slam-it-on-the-credit-card, grab-another-consolidation-loan excess, we finally have to face the music.

But should that leave us feeling gloomy? I think not, and here's why. Life is about riding the storms, taking the rough with the smooth and accepting your errors.

And we have been in error. While it's comforting to blame the bankers and politicians, you and I know who the real culprits are.

With our greed for shopping 'til we drop even though we can't afford it, we have created a world so underpinned by debt that the Government is actually considering printing more money.

Oh, I know we had plastic cards and unrealistic loans thrown at us. And we are, after all, only human and easily starstruck by things that glitter. But still, we have to bow our heads

and admit that we knew, deep down, that this day would come. But hey, it's not so bad. Finally we get a chance to pull in our horns, buckle down and start sorting out our finances.

No bad thing, really. For me, it means more nights in with the hubby. It means finally being able to say "No" to my daughter's incessant demands for more.

It means that hand-picked daffs from the garden adorn my dining table instead of those fancy lilies I'd grown to see as the norm. And stews and casseroles now bubble on the stove as I revert to proper (and cheaper) cooking from scratch.

It'll mean taking the bus or the train, or using the bicycle instead of the car.

And switching off standby buttons and the lights when I leave a room, or putting on a cardigan instead of turning up the heating.

A bit of make-do and mend is no bad thing. It can be quite enlightening and therapeutic.

We've all just finished the Christmas gorge

and look to eating less over the next few weeks as we pat our festive paunches. Well, this is much the same, isn't it? We've been greedy, gobbling, guzzling gluttons. And now it stops.

Don't get me wrong, I do appreciate that for some there is the horror of redundancy, repossession, disconnection and court action – and I don't mean to be whimsical about that.

But for most of us, homelessness and extreme poverty are not predicted. For the majority, the next few years will be tight and frugal. And, quite frankly, considering how wasteful we've been, a bit of penny-pinching is the kick up the posterior we need and deserve.

I once heard a saying: "Life's all you have, so have it. Stick a geranium in your hat and smile."

And geraniums are free and hats keep you warm. Enough said?

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Write to The Editor, Yourshepway, KoS Media, Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SR.

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Single mum, 23, nice and curvy, 5ft6, blonde, blue eyes, likes shopping, cinema and animals, WLTm an honest and trustworthy male, 28-38. Box 446099 **1**

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Hello I'm 35, kind, caring and non-smoking, enjoy cooking, cinema, music, dining in and out, looking for that special someone to enjoy a relationship with. Box 447595 **1**

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Good-looking woman, 37, 5ft2, brown hair/eyes, 2 kids. Looking for new friends and hopefully someone special. Box 446039 **1**

ON THE LOOKOUT FOR LOVE
37yr old female, two kids, slim, brown hair and eyes, 5ft2, looking for a caring, loving, honest and trusting male to be my someone special. Box 446552 **1**

TRY ME
Asford-based woman looking for an honest, friendly, caring and loving man. I have 2 kids and enjoy the usual things in life. Box 446985 **1**

SEIZING THE DAY

Loving female, 36, 5ft4, brown hair, green eyes, likes socialising, staying in, seeks genuine male for friendship and more. Box 428668 **1**

HAPPINESS, THE GREATEST GIFT...

Shy female, 40, 5ft9, blue eyes, short blonde hair, medium build, loves going out, winning and dining, holidays; seeking likewise gentleman to be happy with. Box 446763 **1**

NO TIES
Lonely, bored, professional Tunbridge Wells Asian lady, 40, WLTm slim, single, solvent, professional white male 40-50 for company, fun, love and laughter. Box 443573 **1**

BORN TO MAKE YOU HAPPY
Caring lovely lady, 42, genuine, short brown hair, lacks confidence! seeking loyal, genuine person, someone special to put the spark back into my life. Box 865761 **1**

COULD IT BE YOU?

Hi I'm 44, slim, 5ft2, a redhead, love nights out, socialising, looking for friendship initially and hopefully more later on. Box 889800 **1**

BUBBLY

Brunette, 45, 5ft3, blue eyes, size 18, likes socialising and nights in, looking for a nice, honest and caring gent to share good times with. Box 447642 **1**

SOULMATE SOUGHT

African descent female, 45, 5ft6, full figure, radiant, happy, attractive, loves music, theatre, travel, the arts, WLTm gentleman who is cultured, kind, solvent and fun. Box 443998 **1**

HERE WE ARE

Easygoing female, 45, self-employed hairdresser, likes theatre, restaurants, socialising, sofa cuddles, seeking loyal, loving, caring male for good times and more. Box 444672 **1**

MAKE ME LAUGH!

Fun extrovert person, 45, likes cinema, going out, meals, socialising, 5ft7, dark brown hair/eyes, curvy, seeking nice guy to start off as friends with. Box 442905 **1**

EVERLASTING LOVE

Beautiful black female, 46, WLTm a caring, gentle and loving gentleman, 45-60, 5ft10+, pref a bit sporty, for a everlasting relationship. Tunbridge Wells Box 445407 **1**

SINCERITY

I'm Maria, petite, blonde, green eyes, 46, looking for my Mr Right to have fun with and enjoy lasting relationship with. Box 447966 **1**

ARE YOU A GENTLEMAN?

Cuddly blonde, 46, 5ft4, loves rugby, travelling, conversation and the normal things! Seeking similar man to make each other happy. Box 448094 **1**

THE REAL THING

46yr old Princess looking for loving, romantic, faithful, loyal, open-minded knight in shining armour for forever love. Box 883560 **1**

ARE YOU THE ONE FOR ME?

Caring, cute female, 46, petite, likes socialising, dancing, travelling, good food, seeking intelligent, loyal man 42-52 for love and TLC. Seaford. Box 444366 **1**

HELP ME OPEN UP

Easygoing lady, 46, dark brown hair/blue eyes, medium build, likes life, socialising, the seaside, walks, drinks, WLTm male to share a bottle of wine with. Box 444565 **1**

BE MY FRIEND AND LOVER

Bubbly, caring lady, 47, divorced with 2 teenagers, dark hair, medium build, into cooking, driving, love to talk, laugh and have fun, seeking a normal guy. Box 425952 **1**

LAUGHTER, THE BEST MEDICINE

Help me write my stand-up comedy routine! I'm 49, you'll need to make me laugh out loud and understand observational comedy to make the grade. Box 892640 **1**

LET'S CLICK

WLTm a nice guy with a similar nature; I'm an outgoing woman, 42, with brown hair and green eyes. Tell me about you! Box 446847 **1**

YOU NEVER KNOW

Kind, loving and caring mum, 43, 5ft5, round but cuddly! Just looking for someone to share my life with... how about you? St. Leonards-on-Sea. Box 446457 **1**

LET'S SEE WHAT HAPPENS

Laid-back single mum, very bubbly, outgoing and intelligent, 43, enjoys social life, drinks, meals, cinema; looking to start afresh with someone new, easygoing and life-loving. Box 446102 **1**

COUNTRY LASS

Searching for love Country-loving happy lady, 42, green eyes, long curly hair, good figure, looking for a genuine guy for a serious relationship and happy moments. Box 883723 **1**

FAST LOVE

Single lady, 43, likes gardening, eating out, cinema, music and more, seeking male for friendship and maybe more. Box 446991 **1**

MEND A BROKEN HEART

Single mum, 37, fun-loving, been hurt in past, looking for nice, genuine guy for hopeful happiness - no time wasters! Box 908053 **1**

DON'T LET ME DOWN

Pretty, black female, 38, 5ft4, like football, socialising and cooking, looking for a loving and caring male, 38-42, for a LTR. Box 446684 **1**

ENTHUSIASM ENCOURAGED!

Really pretty big-busted lady, 39, medium build, 5ft5, lots of energy! likes the gym, reading, new experiences! seeking a nice man for potential exciting relationship! Box 446724 **1**

BLONDE AMBITION

Bubbly, cuddly, blonde single mum, 38, 5'6", likes cars, reading, pubs, cosy nights in, having a laugh, looking for that right male for LTR. Box 905614 **1**

ANIMAL LOVER?

Nurse, 37yrs, 2 kids, 5ft8, blonde hair, blue eyes, likes the gym, cooking, swimming, salsa dancing, looking for a kind, caring, loyal male Box 431557 **1**

DEAL OR NO DEAL? (IN DEAL)

Deal-based lady, 43, divorced, brunette, green eyes, 5ft10, likes going out, pubs, clubs, cinema, shopping, walks, loves films and all sports except cricket. Box 430384 **1**

MISS JULIE
Bubbly blonde, 44, stupid and like having a laugh, good company, friendship, would like to meet new friends for hopeful love... Box 888162 **1**

COULD IT BE YOU?
Hi I'm 44, slim, 5ft2, a redhead, love nights out, socialising, looking for friendship initially and hopefully more later on. Box 889800 **1**

BUBBLY
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Laid-back single mum, very bubbly, outgoing and intelligent, 43, enjoys social life, drinks, meals, cinema; looking to start afresh with someone new, easygoing and life-loving. Box 446102 **1**

COUNTRY LASS
Searching for love Country-loving happy lady, 42, green eyes, long curly hair, good figure, looking for a genuine guy for a serious relationship and happy moments. Box 883723 **1**

FAST LOVE
Single lady, 43, likes gardening, eating out, cinema, music and more, seeking male for friendship and maybe more. Box 446991 **1**

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ANIMAL LOVER?
Nurse, 37yrs, 2 kids, 5ft8, blonde hair, blue eyes, likes the gym, cooking, swimming, salsa dancing, looking for a kind, caring, loyal male Box 431557 **1**

JUST IMAGINE

Petite, brunette, bubbly, friendly, easygoing single mum, 49, enjoys cinema, eating out, socialising, most things, WLTm genuine male, to see where life takes us! Box 893562 **1**

WHERE R U?
Cheerful, honest, popular blonde, 50yrs old, 5ft2, slim, looking to find an honest, loyal man. I am, call again, leave contact details. Box 887347 **1**

NEW FRIENDS
Divorced woman, Maidstone area. I'm a nurse and enjoy family life, country, seaside, days out, socialising. I'm tall and slim, with blonde hair. Single dads welcome! Box 447982 **1**

ENTERTAIN ME
49y/o female, medium build, blonde, quite short, seeking tall, confident, sensual guy for regular winning, dining, loving and laughter, honest, genuine and loving. Box 438854 **1**

CARING & PROFESSIONAL
Female 49, 5ft4, long hair, slim, likes eating out, the beach, travel, seeks a friendly chap, 48-55. Box 417100 **1**

YOU DONT KNOW UNTIL YOU CALL...
Young looking, hard working 53yr old living in East Sussex. I am a happy, caring person with a good sense of humour. Non-smoker. Heathfield. Box 883410 **1**

COMPANIONSHIP, LAUGHTER, HOPEFULLY MORE
Curvy & cuddly, outgoing, friendly, honest female, 53, 5ft7, larger build, fair hair, likes socialising, country walks, theatre, cinema, music, swimming, WLTm similar loving male. Box 443642 **1**

Quick, easy way to view a member's photo!
Look for the **1** symbol. Just enter the **six-digit Box number**, followed by a space, then **PHOTO** and send to **82250**

Your phone must be WAP-enabled £1.50 per photo
Add a photo of yourself
Register your number with us & send by MMS to 07746 738 788. Enter P2P as subject.
MMS - standard network charges apply.

NOTHING VENTURED...
New to this, I'm a 53yr old woman, seeking loving, tactile man. I enjoy walks, countryside, having fun, nights in and out. Box 446822 **1**

SEEING THROUGH THE SHYNESS
Attractive female, 53, intelligent, kind, funny, non-smoking, WLTm nice, kind, normal male, 50-60, for theatre, laughs and more. Box 446383 **1**

CREATIVE INTERESTS
Hi my name is Susan (Kent) I'm a young 54, 5ft8, slim. I enjoy music, theatre, dining out socialising, WLTm man enjoying the same, with GSOH. Box 883251 **1**

JOY LIFE
55yr old woman, brown hair/blue eyes, 5ft2. I'm divorced with a grown up family. I enjoy reading, travel, cinema, music, eating out. WLTm caring, genuine man. Box 446738 **1**

ATTRACTIVE, LIVELY & YOUNG AT HEART
Affectionate tactile bubbly woman, young 56, 5'7", blonde, curvy, looking for lasting relationship with 50-58 year old loving man. Box 888680 **1**

TACTILE AND LOVING
Glamorous blonde, 50s, I'm friendly and enjoy photography, country walks, antiques, gardening etc. Non-smoker, divorced, 5ft4, average build. WLTm attractive guy, easy-to-get-on-with, 55-62, with GSOH. Box 445603 **1**

MAKE ME LAUGH, MAKE ME YOURS
Hi there, kind-hearted 57yr old sincere lady, non-smoker, recently separated, seeking kind, honest gent for friendship first and to make me laugh. Box 440637 **1**

WALKS ALONG THE COAST
Honest & sincere female, 58, tall, GSOH, loves country pubs, coasts, cinema, seeking a man who's a match for me with GSOH for relationship. Box 441622 **1**

IS THERE SOMEONE OUT THERE?
Lonely lady, 62, 5ft3, medium build, brown hair/eyes, likes dancing, walks, animal, seeks caring, considerate, outgoing male for friendship leading to LTR. Box 446382 **1**

Women seeking women
FRIENDSHIP, MAYBE MORE
Curvy bi female, 32, seeks like-minded woman, for friendship, hopefully more. Single mum, work part time. Box 886142 **1**

LOVE TO LOVE
Easygoing female, 40, blue eyes, blonde hair, medium build, likes winning, dining, socialising, holidays, walks cinema; seeking likewise female for companionship and more. Box 446953 **1**

ATTRACTIVE, BUBBLY LADY
52yrs, 5ft6, blonde, size 12 enjoys good food/wine, theatre, countryside, holidays, seeking a sincere, genuine female, for friendship first, possibly relationship. Box 414143 **1**

RELATIONSHIP STATUS
Outgoing fun-loving person, 23, brown hair, brown eyes, medium build, 5ft8, likes going out, staying in, pubs, clubs, seeking girl with nice personality for love. Box 444424 **1**

BLUE-EYED BOY
5ft8, blond-haired, blue-eyed, average build guy, 23, likes hanging out with friends, trying new things, meeting new people, seeking similar girl for mutual love. Box 888422 **1**

DO I ATTRACT YOU?
Hi, I'm Alex, 27, from South Africa, love reading, cooking, clubbing, travelling, seeking fun-loving woman, for friendship, leading to more. Box 447840 **1**

GET IN TOUCH
Very romantic and genuine guy, 28, 5ft8, likes quiet nights in, romantic walks cinema, candlelit dinners; seeking female 24-35 for love. Box 448091 **1**

FOR LOVE
Hard-working male, 29, 5ft10, dark hair, brown eyes, medium build, plays harder! likes going/leaving out, walks, pubs, loves life, seeking similar happy, trustworthy lady. Box 442752 **1**

BE MY BABY?
Apparently good looking white male (I), 35, 6ft5, medium-muscular build, dark brown hair/eyes, likes keeping fit, reading, wildlife; seeks similar girl for love. Box 448089 **1**

LAYING THE FOUNDATIONS
Female 38yr old builder, down-to-earth, broad-shouldered, slim, athletic, likes restaurants, travel, wine bars, clothes, seeks similar caring confident girl for love. Box 448003 **1**

HOP ON!
Hi, I'm Mark, 6ft, slim/medium build, 40, looking for a relationship, motorcycle, LTR. I'm a kind and honest female to share fun times and laughter with. Box 445124 **1**

R U 4 ME?
Down-to-earth, loyal guy, 36, looking for companionship, leading to a long-term relationship. Enjoys meals out, good company, conversation, cosy evenings in. Box 91497 **1**

THE WIND BENEATH YOUR WINGS
Guy of 40, outgoing, fun, tall, told I'm handsome, easygoing, looking to meet a nice, attractive lady to sweep off her feet. Box 883376 **1**

PUT THE SPICE BACK IN!
Family orientated guy, 41, separated, looking to find a lady who wants the fun and company of a partner back into their life. Box 884085 **1**

SEARCHING FOR LOVE
Genuine single fella, 41, worked hard all my life now need to find love, seeking loving lady to have loads of fun and more with. Box 884098 **1**

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yourcompetition



Tickets to The Vitality Show 2009, plus a £50 goodie bag

WANT to find the key to looking and feeling great this year? Then make a date with your girlfriends and head down to The Vitality Show at Earls Court 2, March 26-29, 2009.

Europe's largest health, beauty and wellbeing show is celebrating its 10th birthday this year – which means even more premium names, fabulous experiences and experts.

And for those after a more hands-on approach, this year's show offers even more opportunities than ever before. The Healing Herb Garden and the Health and Nutrition Stage are the perfect stop offs for girls in need of a nutritional boost, while the Zest Fitness Park provides an excuse to put on those trainers and get stuck into a workout session or dance class.

If you're seeking relaxation rather than perspiration, the luxurious surroundings of the Vitality Day Spa with its massages, reflexology and facials will be calling. And after a few treatments, visitors will be able to take advantage of the Nails Inc. bar and hair makeovers and styling tips from the hair salon. Other must-visit experiences include: The Oasis, a calming zone where guests can try out alternative ther-



apies at a fraction of the cost; The Top Sante Anti-Ageing Clinic full of talks from experts on how to look 10 years younger; the Organic Pavilion in association with LoveLula.com, a zone dedicated to certified organic, natural products and the fashionista's favourite Style Theatre plus so much more! KOS Media has teamed up with the Vitality Show to offer five lucky readers a pair of tickets to the show plus the lucky first prize winner drawn will win a Goodie Bag worth £50 (filled with goodies from some of the exhibitors from the Vitality Show) to go with their pair of tickets.

To enter, simply answer the question below and send your entry on a postcard along with your e-mail address (if applicable), name,

address, and daytime telephone number to Vitality Show, KOS Media, Apple Barn, Smeeth, Ashford, Kent, TN25 6SR. Closing date is February 27, 2009.

Question: What date is the Vitality Show?

No purchase necessary.

For our full Terms and Conditions please visit www.kentnews.co.uk or for a posted copy of the T&Cs call 01303 817073.

If you do not wish to receive any literature please write 'no literature' on your entry.

Tickets for The Vitality Show 2009 cost £14.50 in advance or £17.50 on the door. For all the latest news and information on the show, visit www.thevitalityshow.co.uk or call 0871 230 5569 to book your tickets.



Geraint Jones Golf Day Prince's Golf Club, Sandwich Bay Friday 13th March 2009



Geraint Jones MBE
England and Kent Cricketer

GERAINT JONES WAS ENGLAND'S WICKET KEEPER THROUGH THEIR MOST SUCCESSFUL PERIOD IN THE LAST TWENTY YEARS. GERAINT PLAYED 34 TESTS AND 49 ONE DAY INTERNATIONALS FOR ENGLAND AND WAS REWARDED THE MBE IN THE NEW YEAR'S HONOURS LIST 2006. GERAINT WILL AGAIN BE REPRESENTING KENT FOR THE FOLLOWING SEASON.

The Geraint Jones Golf Day offers you the opportunity to play on the championship links of Prince's Golf Club, Sandwich Bay in Kent.

Designed for all skill levels, the Geraint Jones Golf Day includes:

- Coffee & bacon roll & gift bag on arrival
- 18 hole shotgun start at 12.15pm
- 2 course dinner
- Prize giving
- Auction.

The Golf Day is in aid of Martha Trust who provide lifelong loving residential and respite care to people with profound and multiple disabilities at our homes in Deal and Hastings, Kent.



For more information call Serita Boxall on 01304 610448 or email seritaboxall@marthatrust.org.uk

CROSSKEYS COACHES



2009 DAY TRIPS AND HOLIDAYS

FEBRUARY		ADULT	CHILD	APRIL		ADULT	CHILD
Mon 2nd	Afternoon Cite Europe Trip	£13.00	£10.00	Mon 6th	Afternoon Cite Europe Trip	£13.00	£10.00
Wed 11th	Brick Lane Music Hall New	£35.00	£32.00	Thurs 9th	Tower of London New	£29.00	£19.00
Tues 17th	BBC Television Studios Tour	£23.50	£21.00	Sat 11th	St Omer	£27.00	£22.00
Thurs 19th	Boulogne & Nausicaa Sealife Centre	£23.00	£18.00	Wed 15th	London Eye & Thames Cruise	£36.00	£32.00
Sat 21st	Disneyland Paris	£64.50	£10.00	Sat 18th	Disneyland Paris	£60.50	£52.50
Thurs 26th	Shakespeare's Globe Tour New	£25.50	£22.50	Sun 19th	Cadbury World & Planetarium New	£41.00	£36.00
MARCH		ADULT	CHILD	Tues 21st	Montreuil	£25.00	£23.00
Mon 2nd	Afternoon Cite Europe Trip	£13.00	£10.00	Thurs 23rd	Boulogne	£23.00	£18.00
Sat 7th	De Panne	£19.50	£17.00	Sat 25th	Calais & Cite Europe	£19.00	£15.50
Sun 8th	London Eye, Carvery & Thames Cruise	£54.00	£50.00	Mon 27th	RHS Wisley	£21.00	£12.00
Wed 11th	Churchill Museum & Cabinet War Rooms New	£25.00	£15.00	Wed 29th	Ikea & Lakeside Shopping Centre	£11.00	£9.00
Sun 15th	Dickens World	£21.00	£16.50	HOLIDAYS			
Tues 17th	RAF Museum London	£18.50	£14.00	Oxford & Blenheim Palace			
Thurs 19th	Stitch & Craft 2009 New	£26.00	£22.00	Fri 13th March 3 Days 2 Nights Half Board		£148.00	
Sun 22nd	Windsor & River Cruise New	£22.00	£18.50	Warners Gunton Hall Coastal Resort			
Thurs 26th	Boulogne	£23.00	£18.00	Mon 16th March 5 Days 4 Nights Half Board Including Latin Ballroom Dance Lesson		£199.00	
Sat 28th	Bruges	£31.00	£27.00	Warners Sinah Warren Character Hotel			
Tues 31st	Ideal Home Show	£27.50	£22.00	Mon 20th April 5 Days 4 Nights Half Board Including Portsmouth & Chichester Day Tours		£265.00	
Sat 4th	Ghent	£29.00	£26.00				

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yourletters



LETTERS: Please send your letters in to us at Yourshepway, Apple Barn, Smeeth, Ashford, Kent TN25 6SR



TEXT: Why not Text your view/letter/comment for Yourshepway to 81800 text SHEP followed by a space your name and your view/letter/comment. Messages cost 25p plus standard network charges. Service provided by g8wave London N7.



EMAIL: Email us your letters to us at yourshepway@kosmedia.co.uk

TALK TIME

HARRY BENNETT

The chairman of Shepway Writers' Group talks to us about his roots, the air force and American dreams



Q Tell us something about yourself

I was born in the workhouse in Epsom, Surrey, in 1935, so the only possible way for my life to go was up. I don't know who my father was. Some say he was Italian.

At 16 I signed on as a deck-boy on the SS Manistee, a banana boat bound for West Africa. I continued as a merchant mariner until the age of 21. I then served 12 years in the RAF, rising to the rank of sergeant. I was demobbed in 1967 with a wife, three children and precious little else.

Tell us about Shepway Writers' Group

I was always a good writer. As a boy I won two magazine writing competitions, winning six shillings (30 pence) and ten shillings (50 pence) which my father promptly took for beer money. I didn't bother with writing again until I was 58, when my third wife Anhua – a beautiful and adored Chinese lady – began writing her autobiography and asked me to edit her English. It became a best-seller.

From then, writing has dominated my life. After moving to Folkestone in 1995, I joined Shepway Writers, an all-age group of people who enjoy writing purely for pleasure. Five years ago I was voted in as chairman. If anybody wants to know more about us, phone 01303 256124.

What's life like for you now?

Financially, I'm not far above my workhouse beginnings, but I've had a great life full of adventure with plenty of ups and downs. I have one unfulfilled dream – to tramp America, but at 73, overweight and with dodgy legs, I doubt that it will ever come true. These days I continue working with writers by advising, mentoring and editing.

YOUR LETTERS

Remembering evils of the Holocaust

ON Tuesday, January 27, we will mark Holocaust Memorial Day. Holocaust Memorial Day was established a few years ago to focus on the fact that the Holocaust was a universal catastrophe for humanity.

More than six million people died in the Holocaust, the majority of them Jews, but many others, including gypsies, homosexual people and those judged 'unworthy of life' such as people with learning disabilities and mental illnesses. Even the deaf were not spared – they had to undergo sterilisation.

The commemoration gives us an opportunity not just to mark our respect for the victims of Nazi persecution but also to show our understanding with all those who suffer its consequences.

Genocides and massacres did not stop with the end of the Holocaust in 1945.

Holocaust Memorial Day also provides us with an opportunity to reflect on more recent and ongoing tragedies, for example the genocide in Rwanda, as well as the current suffering in Darfur, as well as in other places in the world where innocent people suffer in civil wars so often because they happen to be in the wrong place.

We have had a connection locally with the tragic events of the Holocaust through people such as John Ullmann, who passed away in 2007.

John was a larger than life



COMMENT ONLINE TOO

Not only can you use email and letters to respond to our stories, you can comment via our website too.

Beneath most stories on the www.yourshepway.co.uk website there is the facility to leave your comments on whatever YOU thought of the online article. To leave your remarks, simply click on the 'Add your comments' link and tell us what you think.

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personality who contributed so much to the local community over many years.

John came to England as part of the 'Kindertransports'.

From 1937 onwards it had become clear to many Jewish parents that their days were numbered. As the Nazis grew ever more strident in their calls to rid Germany and Austria of all

Jews, they encouraged hatred and vandalism, such as the 'Kristallnacht' in 1938 when Jewish businesses were vandalised by hooligans through their windows being smashed – hence the term 'Kristallnacht'.

In 1938 and 1939, parents made desperate efforts to save their children, even if they could not save themselves.

Through the lobbying and work of sympathetic British officials, politicians as well as Jewish organisations, some 10,000 children travelled to Britain on special trains and escaped an almost certain death.

But this all happened in circumstances of grief and trauma. It is not hard to imagine the agony of parents who had to say farewell to their children at the station – often in Berlin or Vienna – in the knowledge that although they would be safe, they would never see them again. We have another local connection with the kindertransports as some of them passed through Dover.

The Nazis did not discriminate in their extermination policies and millions of young people of John's age lost their lives in the Holocaust.

Thousands of young people with learning disabilities or mental health problems who were thought to be 'unworthy of life' disappeared in gas chambers in 'euthanasia' centres, often innocent-looking buildings such as requisitioned stately homes.

In the genocides of recent years, as well as in regions such as Darfur, young people suffer in many ways, for example through being recruited as child soldiers.

Next week in Deal, the town council is organising an exhibition 'Stand Up to Hatred' in the Town Hall, featuring an award-winning exhibition by the artist Michael Winner, as well as displays by students from Castle Community College.

In addition to visits by our local secondary schools, we hope that the exhibition will be supported by all those of us interested in the theme of standing up to hatred.

The exhibition in Deal Town

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At the end of the cruise we disembark after breakfast in Marseilles and take the TGV to Lille or Paris where we join the Eurostar to St Pancras, London, arriving early-to-mid evening.

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Hall runs from 10am to 5pm on Monday, January 26, and 10am to 3.30pm on January 27.

Admission is free. There will be a short service on January 27 at 3.30pm around the memorial tree in the garden of St George's Church in Deal High Street, followed by Fairtrade refreshments.

All are welcome.

Cllr Ben Bano

Leader of the Labour group at Dover District Council

Bin charges are just another stealth tax

At the end of November 2008, laws which allow the Government to impose new charges for household rubbish collections received Royal Assent. Ministers have confirmed the Office of National Statistics will classify these new charges as a tax.

Although bin taxes will be trialled in a series of so-called pilots, the small print of the legislation allows the Secretary of State to roll out and impose the taxes on all local authorities by Order, without any vote in Parliament.

Everyone will lose out, whether they recycle or not. Families with children will be hit hardest, to the tune of more than £72 a year on top of council tax. It is just a blatant case of double taxation.

The environment will suffer as people will be encouraged to fly-tip, burn rubbish and drive to dumps, adding to congestion and carbon emissions, in an effort to save money.

As the recent Manchester congestion charge referendum showed, voters do not want to pay new stealth taxes at a time when millions face losing their jobs. This is just another cynical Labour attempt to tax families.

This latest round of stealth taxation will push up the cost of living to breaking point. We need to stand up to this government and ban the bin tax.

Cllr Julie Rook
Dover

Rail freight answer to HGV congestion

Despite a yearly increase of 7-8 per cent in HGVs moving through Kent, the Government plans freight charges for Eurostar trains of almost 500 per cent more than those on normal Network Rail.

We need to reduce the number of heavy lorries travelling through Kent, not encourage more of them.

Increasing rail freight is an option we must use to achieve this, but plans for such a huge increase for freight travelling on Kent's high-speed lines may see a fall in rail freight, not an increase.

Reasonable prices and increased investment are vital if this is to be avoided, but the Government is acting as if it thinks more traffic congestion and air pollution are good!

Dr Hazel Dawe
Chairwoman of Kent Green Party

Is Morris dancing still a worthy pastime?

So the future of Morris dancing is in doubt, according to the report in last week's paper.

Surely the practice of dressing in ridiculous costumes, striking one another with a wooden stick and rotating round in ever-increasing circles is worth preserving?

Or maybe not.

Miles Cochrane
Faversham

Racist football fans abused their own

I was interested to read the article on Clyde Best, one of the first black footballers to achieve prominence.

He came through at a time when football crowds were distinctly unpleasant and racist behaviour which is now highlighted as unusual was very much the norm.

I was pleased to read Clyde had been honoured with an MBE and recognised for his pioneering work by fellow professionals.

It couldn't have been easy for him to cop with the abuse and general intolerance of crowds in the 1970s

I watched him play once and was sickened by the abuse he received – mainly at the hands of his own so-called West Ham supporters.

Brian Hamilton
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Brace yourselves for the next instalment of SMF



FESTIVAL fans rejoice – the new-and-improved Sellindge Music Festival is but 141 days away.

Through the wonders of the World Wide Web I have been informed that the mid-Kent event is coming back for its second year.

In the quest for more information a Facebook group set up to spread the joyous news of Sellindge Music Festival 2009 sent me clicking and double clicking all the way to Myspace and eventually brought me to the dedicated SMF 09 website.

All of this means I am now in a position to confirm the following:

Sellindge Music Festival will take place across three days from Friday, June 5, to Sunday, June 7, giving festival fans an extra day's music to enjoy on last year's offering.

Organisers have launched their very own battle of the bands competition to fill two slots on the main stage's bill. Heats will take place at The Frenchman in Christchurch Road, Folkestone, on Thursday, January 22, and Thursday, February 12. For more information send an e-mail with links to your music to ben@sellindgemusicfestival.co.uk.

Festival promoters are already excited by SMF 2009. On the event's Facebook page Benjamin Wells wrote: "Kent's most exciting music event will be taking place on three days in June in the beautiful countryside between Ashford and Folkestone."

"The weekend will see artists perform in multiple event areas, including the Main Stage, Acoustic Stage, Comedy Tent, and Dance Tent."

"BBC Kent Introducing will also be showcasing the county's most up and coming bands, alongside NorthSouthDivide, who are bring-

■ BY SIMON ROBINSON



BACK FOR MORE: Mark Morriss, left, and Idlewild played last year's music festival

ing the freshest talent from London and Manchester to Sellindge.

"SMF can accommodate over 20,000 festival-goers, who will see performances from more than 100 artists and DJs, be able to browse the many trade-stalls, enjoy the rides in the fair-ground, helicopter tours, and check out the art exhibition put on by the Folkestone Artists Cooperative."

Last year's inaugural SMF event saw the likes of Scottish rockers Idlewild, The Hair, Sy Arthur and The Bluetones' Mark Morriss take to the stage.

The festival also boasted a main, folk, dance and BBC Introducing stage bursting with the best talent from Kent and further afield.

• For more information on this year's three-day visit www.sellindgemusicfestival.co.uk

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STUNNING VOICE: Kayley performs an acoustic version of Chasing Dreams



THE ETHER: See Tortilla Army perform Broken and talk about their music



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- 2 Sizen - 29/1 Beercart Arms Canterbury
- 3 Cocos Lovers - 2/2 Foundry Canterbury
- 4 Coffee Artists Presents - 7/2 Music Room Pizza Express Maidstone
- 5 Euston - 13/3 Fleur-de-Lis Sandwich

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Now's the time to feel good about yourself

Wells Clinic

CHECK out our special promotion throughout the remainder of the month and February to help those who want to look and feel their best – and banish the winter blues.

Treatments available at the Wells Clinic include Juvederm Ultra, restalyne, skin peels, laser skin treatments and wrinkle fillers.

Plus experts offer the removal of skin tags, moles, thread veins, sun spots, age spots, cysts and eye bags.

Recent advances in non-invasive cosmetic surgery are also offered to give customers that youthful self assurance which comes from looking at their best.

Wrinkle fillers are an excellent way of improving the look of skin resulting in a more youthful appearance.

The clinic has three unique treatments, Portrait, Titan and Smooth Light which can all help to achieve this.

Wells Clinic provides a vast range of treatments which help people to achieve their full potential.

They also have a vast range of treatments which are unavailable elsewhere, with the word of mouth recommendations spread by satisfied customers just one way that more and more people who want to look and feel



their best end up passing through the clinic's doors.

The clinic's slogan – which it really does live up to – says it all: "Our aim is making people

feel good about themselves – making people happier".

To find out more about the range of discounts call Helen Huggins on 01233 661662.

To find out how you can promote your business within our monthly Health & Beauty Guide

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Halcyon Days

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TOP TIPS

Wells Clinic

The clinic has now introduced the new Juvederm Ultra treatment – not only is this the latest in dermal fillers but this treatment also shows immediate results and helps to reduce the signs of ageing.

Halcyon Days

Kick-start your body's detox process with a revolutionary foot spa treatment to re-balance and re-energise your bio-energy. Perfect for boosting your body's immune system, and it only takes 30 minutes. In January there is 25 per cent off too (see ad).

Thanet College

Looking your best can be frustrating. Just when you get a beauty routine down pat, the seasons change and you have to start again. Keeping your hair and skin in top condition all year round means working with the weather, not against it.

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Comedian's a class act

International star Ed Byrne's taking a tour through a town near you

ED BYRNE

Various dates

Tunbridge Wells, Dartford, Chatham



IRISHMAN Ed Byrne seems to be an unstoppable force in the world of stand-up comedy.

The likeable funny man has added 60 extra dates to his Different Class tour, after his autumn gigs fully sold out. His show was the fastest selling ticket at last year's Edinburgh Fringe Festival and demand for his comedy has continued to snowball.

Fans will have to move fast if they want to get hold of tickets for his Kent dates. One of his two nights at Tunbridge Wells' Trinity Theatre had already sold out at the time of writing, while the other was selling fast. Tickets for his gigs at other venues will be snapped up before too long, so do not waste time if you want to see this master at work.

The Perrier Award-nominated comic, who used to sport a long ponytail, is a prolific performer and a favourite at the Edinburgh Fringe. In 2007, his Standing Up and Falling Down tour was also a sell-out success, delighting audiences all over the country.

The floppy-haired Irishman, 36, is also a big hit in other countries, having taken the last tour to Australia and New Zealand. He has given acclaimed performances at comedy festivals and clubs in Montreal, Paris, Singapore, Belgium, Australia, New Zealand, Los Angeles, New York and Aspen. American television viewers have embraced his style of comedy – he has been invited to appear on popular talk show Late Night With Conan O'Brien five times.

Byrne's UK television work includes numerous memorable appearances on panel shows such as Mock The Week, 8 Out of 10 Cats, Never Mind The Buzzcocks and



FUNNY: Tickets are selling fast to see Ed Byrne when he comes to Kent during his tour

Have I Got News For You. He has hosted his own series, Ed Byrne's Just For Laughs, on Irish national channel RTE and is the voice of the Carphone Warehouse commercials.

His talents are not restricted to stand-up and voice-overs. Byrne has branched out into acting, both comic and straight, landing key roles in a number of TV shows, films and stage productions. He has appeared in the films RAT, I Could Never Be Your Woman and Are You Ready For Love and played the lead character in Jason Rothwell's Zemanovaload, portraying an obsessive screenwriter.

Byrne won a role in a Father Ted Christmas special, playing a grungy teenager, and appeared as Davina

McCall's flatmate Alex in the ITV sitcom Sam's Game. Fans of the daytime TV series Doctors will have spotted Byrne playing wheeler dealer Mickey Moran. As a stage actor, Byrne played the lead role in a 2004 production of Brian McAvoy's Kings Of The Road.

His recent marriage has provided plenty of material for Different Class, which focuses on Byrne's claim that he is unable to fit in with any class of people.

Ed Byrne will be at Trinity Theatre, Tunbridge Wells, on Friday, February 6; Orchard Theatre, Dartford, on Saturday, February 21, and Central Theatre, Chatham, on Sunday, April 5.

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THE BEST BLUES BROTHERS SHOW... EVER!

Thursday, February 5
Leas Cliff Hall, Folkestone

GET your hats, shades and dancing shoes ready for the Blues Brothers!

With their powerhouse performances and fantastic portrayal of the iconic brothers, Jake and Elwood have

taken audiences by storm all over the world, backed by their award-winning Black Rhino Band.

Such is their dedication, the two performers changed their names to Jake and Elwood by Deed Poll.

Their uncanny grasp of the Blues Brothers' personas has won fans both young and old, along with the esteem of other artists – they have even performed with The Original Blues

Brothers Band and Gary Moore.

Billed as a 'world-class musical extravaganza', The Best Blues Brothers Show... EVER! features all the songs such as Everybody Needs Somebody, Gimme Some Lovin and Sweet Home Chicago.

The show starts at 7.30pm and tickets cost £21.50.

Call the box office on 0844 847 1776, or book online at www.leascliffhall.org.uk.

SUPERABUNDANT

Saturday, January 24, to
Sunday, March 22
Turner Contemporary Project Space
and Droit House, Margate

THE power of pattern is celebrated in Superabundant, an exhibition that makes a riot of repetition.

Nine artists have embraced the idea of patterns in very different ways to create a sense of joy and delight. Some of these pieces are new or site specific, having been created especially for the Turner Contemporary Project Space.

Using traditional wood-block printing techniques, Richard Woods has transformed the exterior of the Project Space into a strikingly colourful facade, while inside he has created the illusion of three dimensional depth on the floor. Jacqui Poncellet has wrapped internal pillars with complex patterns on paper showing figures



ures falling through space, while Paul Moss's Danger Paint-ings are created by painstakingly wrapping tape around a frame. Jacob Dahlgren uses mass-produced objects, such as bathroom scales (pictured) to make playful sculptures,

while Wim Delvoye has fashioned pieces of cold meats into an Arabic-style floor.

Lesley Halliwell, Henna Nadeem and Daniel Sturgis have also given their fascinating take on the theme.

For details see www.turnercontemporary.org.

THE WILDERS

Monday, January 26
Zebra Bar, Maidstone

BEAT the winter blues with the infectious, good-time music of true country band The Wilders.

Acclaimed as a 'must see' band, The Wilders leave audiences both delighted and exhausted in their wake. Giving old-time country bluegrass tunes a contemporary edge, the highly charged act promises audiences a fun-packed evening of great music and humour.

The buzz surrounding the band from Kansas City has been huge since they first toured the UK in 2006. Their Edinburgh Festival debut earned five star reviews and there was soon standing room only, their blend of roots-of-country, bluegrass and hillbilly music winning



over audiences and critics alike. Led by guitarist, singer and wisecracker Ike Sheldon, the band also includes multi-award-winning fiddler Betse Ellis. Nate Gawron's slap bass lines revisit the honky tonk heroes of the 40s and 50s.

With Dobro on clawham-

mer banjo and Phil Wade on mandolin, they create a sound that will drive away the January blues. The London-based AHAB is also on the bill.

The gig starts at 8pm and tickets cost £10 in advance or £12 on the door. To book, phone 01622 744481.

SHEPWAY LEISURE

Have a Grand night out with jazz performers

JAZZ fans can enjoy an evening of live music at Keppels Music Room tomorrow, courtesy of The Pete Abbott Group.

Joining them are Ivan Thompson and Claire Harris. The concert will be held at Keppels Music Room in The Grand, Folkestone, starting at 8.30pm.

Admission costs £4. For more details about this and other events, visit www.grand-uk.com.

Guided tour should put you on path to bitterns

TAKE a walk on the wild side and see if you can spot bitterns at Dungeness RSPB reserve.

On Saturday, bird fans are invited to join a guided tour around the reserve to look for bitterns from 11am to 1pm.

Booking is essential. Tickets cost £2.50/£1, or £5/£4/£2 for non-members.

Phone 01797 320588, or email Dungeness@rspb.org.uk.

Band who will be taking care of business in pub

HEAR original songs from Taking Care Of Business when they perform in Folkestone tomorrow.

The four-piece, based in Canterbury, plays its own indie/alternative music. To hear sample tracks see www.myspace.com/takingcareofbusinessuk.

They will be playing at the Frenchman in Christchurch Road from 7pm to 11pm. For more details, phone 01303 259815.

Have your say on the best piece of public art

ART lovers have the chance to nominate their favourite piece for the 2009 Rouse Kent Public Art Award.

A total prize fund of £15,000 is on offer for artists who have created a popular public artwork between April 1, 2007, and March 31, 2009.

For full details see www.rousekentpublicartaward.co.uk. The closing date is March 30.

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Page 67



Cinema

January

Fri 23 – Thur 29



- **Rivals (Les Liens du Sang)** 15
Fri & Sat – 6.20pm,
Mon – 9.20pm
- **Che: Part One – The Argentine** 15
Fri, Sat & Sun – 8.50pm,
Tue – Thurs – 6.50pm
- **The Motorcycle Diaries 15**
(Diarios de motocicleta)
Sun – 2.50pm
- **Blue Monday Project**
Amelie 15
(Le Fabuleux destin d'Amélie Poulain)
Mon – 6.50pm

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what's inside

Page 5

Changing utility suppliers can be easier than you think

Page 7

Top tips for shopping safely for bargains on the internet

Page 9

Holidays can cost you dearly – try our advice for cheap breaks

Page 10

Beating the crunch can also be good for the environment

Page 11

Growing your own vegetables saves pounds and tastes good

Pages 12-13

Our guide to making your home energy efficient

Page 14

Why the credit crunch is improving our sex lives

Page 17

Our financial experts explain what to do with your spare cash

Page 18

How the slowdown is hitting the man in the street

Page 19

Entertaining can be expensive – how to feed friends on the cheap

Page 20

Help is at hand if you have problems with the mortgage

Page 21

Drawing up your own budget can help control your finances

Page 22

We all have mobiles phones, but you can make them cheaper

Page 23

Why the credit crunch means you really should rewrite your will

Pages 24-26

Driving costs a bomb – we look at how to save motoring money

Essential guide to where you can save

■ Signature Miramar, the retirement and residential home in Beltinge, Herne Bay, is offering 14 nights' stay for the price of 13

■ Colour Choice Conservatories in Margate is offering free colour on conservatory orders

■ Living Out Log Cabins in Chestfield and Maidstone is offering 15 per cent off plus free delivery on all DIY log cabins

■ County Garage in Herne Bay is offering 15 per cent off Ford accessories. Includes car mats, mudflaps, boot protectors, scuff plates, alloy wheels, roof bars, chrome tailpipe finisher, dog guards, roof boxes, parking sensors

■ Home Plus in Ashford and Chatham is offering £200 off when you spend over £1,000

■ FG Barnes in Maidstone is offering free six-month road fund licence with all used cars

■ Orchard Spot in Maidstone is offering one free pudding with a main course purchased from the Sunday carvery

■ Dartford Portable buildings in Dartford is offering up to 10 per cent off timber buildings. Finance available on Crompton garages

■ KOS is offering Alex classic light – one of the world's best reading lights, £84.99 save £30

■ Kentish Hardwood flooring in Rainham is offering 15 per cent off Kardean products

■ Morris & Turner in Medway is offering 10 per cent off any multi-fuel stove

■ KOS is offering a big button digital cordless phone for just £24.99 – save £20

■ Medway Stoves in Medway is offering a free companion set with any multi-fuel stove purchased

■ Positive impact golf in Manston is offering £10 off any lessons

■ County Garage in Herne Bay is offering a free winter health check and free 29-point including wash and vacuum

■ Aylesford Self Storage in Aylesford is offering three months' free storage for a year for all new document storage clients

■ Orchard Spot in Maidstone is offering one ticket get one free for music nights, meal only

■ KOS is offering all-seasons duck duvet, two duvets that button together from only £39.99, save over 50 per cent, various sizes

■ KOS is offering leather organiser handbag by Jane Shilton only £49.99 inc p&p saving £40 off RRP

Welcome to KOS Media's guide to beating the crunch

So 2008 was the year when the UK faced up to a financial reality check.

Soaring house prices led to massive mortgages which many people couldn't really afford.

With many banks and building societies actively encouraging people to borrow even more, the bubble was bound to burst – and it did, big time.

That would have been bad enough on its own, but the debt dominoes and the house of

credit cards fell just as we were entering an economic downturn which was part of the global commercial cycle of ups and downs.

On its own, the downturn would have probably not been too bad (we'll never really know, of course), but with the borrowing binge hangover what would have been a bad cold in the City turned into a vicious bout of financial 'flu which affected just about everyone.

But 2009 is another year, another new start.

So let's all try and fight back against the credit squeeze, and make some resolutions

about CCCs – climate change changes.

Here KOS Media writers have gathered some topical tips and advice about how to cope.

We have looked at everything from making a household budget to ideas for cheap holidays, and advice for businesses from experts to how to make your motoring money go that little bit further.

And we have also prepared a series of videos giving practical advice on how to save cash, so join our presenter Julie Maddocks at yourkenttv.co.uk.

How you can save money – just click on vouchersforkent.co.uk

TO TRY and help all our readers through credit crunch KOS Media – the publisher of this newspaper – has joined forces with businesses across our county to come up with some very special deals, discounts and offers.

Getting these offers really couldn't be easier – simply log onto vouchersforkent.co.uk and you can start saving money today.

Using our unique and easy-to-use page turning e-edition you can browse through the online voucher books to find the offers you want to take advantage of.

There are three different voucher books – leisure, food and drink; retail trade and services; and motors and servicing.

To save money, simply print out the voucher you want and take it to the business offering the deal.

There are fantastic range of bargains on offer – from cheap nights out to beat the credit crunch blues, to money-saving deals on home improvements.

There are no limits on the number of vouchers from the booklet you can use, so there are

lots of opportunities to save money and reduce your shopping bill.

But please take note to read the terms and conditions on each voucher carefully – not all the offers last forever and have to be used by a certain date.

We wouldn't want you to be disappointed by missing out on any bargains you want.

To get a taste of some of the deals available online, see the lists of offers included on the pages of your special Beat The Crunch supplement.

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Don't buy into store tactics

Read this and you really will save cash at the supermarket

By **JEFFREY STRAIN**

BY far the best way to truly keep your supermarket shopping expenses under control is by understanding how supermarkets entice you to spend more than you really want.

Here are some ways that supermarkets manipulate you into spending more than you had planned and some simple steps you can take to save money.

Supermarkets intentionally smell of freshly-baked goods. That makes you hungry. Hungry shoppers spend more cash. Fact.

So, only go shopping after you have had a meal and are full. If timing doesn't allow for you to do this, at least drink a couple of glasses of water before leaving to make you feel full before shopping.

Did you ever notice that when you only need to buy a few vital items, they are spread out across the supermarket? Putting basic staple items in the same general area would make happier customers, but supermarkets know that the longer you are there, the more money you are likely to spend. Stores are deliberately designed this way.

Although there is no way around going to the far corners of the store to get the groceries you need avoid impulse purchases.

Make a list of the items you need and stick to it. Get into the habit of making a single trip once a week – thus reducing your time

in the store and the risk of impulse buys.

Manufacturers of brand-named products pay hefty fees to stores to have their merchandise placed on the shelves at adult eye level (and child eye level in the case of products aimed at children such as cereal).

That means products placed at eye level are usually the most expensive so take a few seconds to look at the upper and lower shelves. Similar products are placed together and simply looking will often reveal the same product at a much better price.

Take the time to check the other brands and see if there is a better deal.

And always remember that if you weren't

planning to buy the item and you don't really need it, then it really isn't a bargain for you, no matter what the price.

The checkout aisle of a store is like a mini mart in itself. This is because supermarkets know that they have a captive audience while you wait in line to pay for your groceries.

The best way to avoid these temptations is to plan your shopping during off-peak hours.

By taking the time to understand how the supermarkets try to influence your shopping and spending habits, you have now put yourself in control. Utilise the suggestions about how to counter the supermarkets' selling techniques and you will be able to control your gro-

cery spending to a much greater extent and should have a much easier time keeping to your monthly food budget.

• **Jeffrey Strain is a journalist who always plans to save you money. See more at www.savingadvice.com.**



OFF YOUR TROLLEY: Don't buy things you don't really need, always take a list shopping

Top tips to save while supermarket shopping

- In addition to using coupons, try to buy only the "loss leader" specials (those big sales advertised in the newspaper ad). Buy lots of these items and freeze or store for the future.
- Did you know that you can freeze milk? Use frozen milk within three months. Remember to pour a little of the milk out (into another jug) before you freeze it, so that it doesn't expand and burst the plastic jug. It will look yellow when frozen, but will thaw out and look normal. It saves on trips to the supermarket.
- Plan ahead on your meals. For instance, Mondays: chicken, Tuesdays: minced beef, etc. Add rice, vegetables, pasta or potatoes for the side dishes. When you break it down you have for example chicken, four times a month so there is no boredom.

- For those money-saving big shops, keep two or three laundry baskets in the back of the car. Cheaper than buying another 'bag for life' and saves plastic bags.
- Buy meat when it's in the "reduced" section when the 'sell-by' date is that day or one day away. Freeze when you get home.
- If you want to make saving cash fun and you like to cook, scan through my favourite cookbooks and plan out an entire month's menu in advance. One mum who does this said: "I make an inventory of the food I do have and then make a list of what I need to go on one big grocery shopping excursion. This minimizes the amount of trips I need to make in a month, thus saving me on my grocery budget. I only need to go every other week for milk, fruit and deli meat."

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Don't let the credit crunch bite you



STRESSED OUT: Don't let financial worries make you ill, take measures to stay relaxed

INCREASING bills, shrinking credit and gloomy forecasts that financially life can only get worse are fast becoming the ingredients of a toxic cocktail that threatens the nation's health.

Headaches, nausea, sleeplessness and exhaustion are thought to be just a few of the symptoms of today's most topical medical condition, Credit Crunch Stress.

Already there are reports of increased levels of depression and tension headaches, not to mention health problems associated with economising, like skipping meals, cancelling gym memberships and drowning sorrows with alcohol.

Recently, 39-year-old postman Duncan Wilby from Yorkshire became one of the early fatalities of the current economic crisis. It was reported that, apparently troubled by financial problems, he took his own life.

Dr Nick Read, a physician and psychotherapist who specialises in stress-related conditions is just one expert predicting the medical profession may soon see a surge in illness caused by money worries.

He says: "The current situation with growing financial uncertainty and anxiety about the future is bound to impact on people's health. Many will feel overwhelmed and worried that they can't cope."

"So doctors may well see more and more people exhibiting symptoms which are triggered by stress such as back pain, breathlessness, muscular tensions, and gut complaints."

"Stress also exacerbates existing illnesses like eczema, asthma, arthritis and migraines."

He estimates that currently around 50 per cent of patients visiting doctors have illnesses which cannot be diagnosed or properly treated

By **GABRIELLE FAGAN**

but whose origin is stress.

Stress hormones have a range of damaging effects on the body. Adrenalin increases inflammation, makes pain worse and ties the guts in knots. Cortisol raises blood sugar and blood pressure, makes infections worse and induces obesity and exhaustion.

Sleep deprivation caused by money worries is already, according to research, affecting those in particularly vulnerable professions – estate agents, lorry drivers and taxi drivers.

They are enjoying less sleep – only at best six hours a night – than those in other professions and trades, found a survey by Travelodge.

Its findings are backed by new research by sleep aid, Sominex, which discovered that a third of those it surveyed had disturbed nights because of money worries and a further third toss and turn over job worries.

Dr Wendy Denning, director of an integrated health centre in London points out: "Although our physical welfare has a massive impact on how we feel and behave, ironically it's often neglected in times of stress."

"Even simple things can help. For instance when we're stressed we breathe less efficiently and take more shallow breaths, which doesn't get enough oxygen to our brain and body. Deep breathing exercises could improve that."

Soothing sleep

Dr Denning's advice is, don't work until you're literally too tired to do any more as you'll be too exhausted to switch off sufficiently to rest, and avoid watching television late at night as it stimulates the brain.

Sex and the City

Scottish scientists reportedly found that sex

isn't just an effective stress reliever for a short time – but that the benefits of one session helped to keep stress at bay for up to a week.

Unfortunately anxiety and stress is known to reduce libido. Dr Denning says: "Relaxation techniques can help, but talk about any problems with your partner or seek advice from a specialist."

Don't panic

Panic attacks may be a symptom of stress and anxiety. These can last for a brief period of around 15 minutes and feature a range of symptoms including dizziness, nausea, sweating and a racing heart.

Among the treatments which can be recommended by a GP is Cognitive Behavioural Therapy (CBT), which involves weekly sessions where the sufferer talks to a therapist. There are also self-help tips, including breathing techniques.

Beat the blues

Low mood as well as feeling more irritable, forgetful, and finding it harder to concentrate can all be symptoms of stress, says Dr Denning.

She recommends a multi-vitamin and mineral supplement to boost the body as stress may deplete levels of key vitamins like B and C, and magnesium and zinc.

Face reality

Fear of what may happen in the future is a major factor in raising stress levels, according to Richard Hilliard, director of the Relaxation for Living Institute.

He said: "Make a plan. Bridge the gap between where you are now and where you want to be by creating actions that move you towards your goal. Feel good about yourself when you achieve even small steps and try to appreciate the positive things in your life."

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To see this clip, search 'recycling'
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We look at how you can both make and save money by recycling in this KOS Media credit crunch special film

Essential guide to where you can save

■ Farleys Furniture store in Ramsgate is offering 10 per cent off all lift and rise chairs and motion beds

■ Kingfisher Blinds in Ashford is offering motorised blinds for just £149 inc VAT

■ Holiday Inn Express Hotel in Ramsgate is offering rooms at £49.95 per night including bed and breakfast and free parking

■ H & H Flooring in Deal is offering an extra 10 per cent off all carpets

■ KOS is offering a set of Bypass and anvil secateurs for just £16.99 save £10

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

Stop burning your money

Changing energy suppliers is a lot easier than you think

By **CHRIS BRITCHER**

CHANGING energy suppliers has received a lot of bad press over the years.

Tales of unscrupulous door-to-door salesmen signing you up without your knowledge and the myths which surround the actual process have made many steer clear.

Yet the reality is, the process should be quick, simple and save you potentially hundreds of pounds during the course of the year.

Firstly, let's dispel the biggest myth of them all. Changing supplier will involve no new pipes, and no hassle.

From your point of view the only difference will be a different company's name appearing at the top of your monthly bill – and less money leaving your bank account.

All you have to do is identify who you want to supply you with energy and notify them and settle up with your current supplier. There will be no break in your supply and all existing equipment will remain the same.

But crucially, do your research – and don't be

hassled by a salesman either on the phone or your doorstep if you don't feel comfortable. Remember, it's your business they want and you're in control of who you give it to. If you're not sure, or are getting confused, simply tell them you'll think about it and thank them for their time. Sign nothing unless you are certain you want to change supplier.

Special offers

Fortunately, with the internet it has never been easier to compare the price of gas and electricity, find out the reputation of companies and hear of problems other customers have had.

Suppliers frequently have online special offers too – cutting prices further simply by switching to an account you monitor via the web.

Independent comparison websites such as uSwitch.com and Moneysupermarket.com are particularly useful. At the click of a mouse



HOT TIP: Find the cheapest energy prices online using a comparison website

they can guide you to the best prices so you can make your own decision.

Scott Byrom, is utilities manager at Moneysupermarket.com. He explained: "Energy bills are well over the £1,000 mark and while the energy giants may cut prices in the coming weeks, changing to a cheaper tariff is something I highly recommend."

"With so many people needing to tighten their purse strings, a saving of almost £1,801 on average could make all the difference. Changing to an online tariff also gives consumers the opportunity to keep track of their payments and have a clearer idea of their balance by managing their account online. As well as swapping from standard to online, changing payment method to monthly direct debit will also guarantee savings."

But you may not even need to change suppliers to achieve noticeable and useful savings. Speak to your current supplier and discuss with them your usage. It is possible simply switching to a different tariff could save you pounds.

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For some it's only a small downturn



SMEs can be adaptable in rapidly changing markets

By **TONY PATEY**

SMALL is beautiful was a big catchphrase a few decades ago, but it's certainly come into its own since our economy has taken a downturn.

What are referred to as SMEs (small and medium sized enterprises) often have the agility to react more swiftly to rapidly-changing market conditions than large corporations – rather like how tiny mammals survived when lumbering dinosaurs perished millions of years ago.

In a downturn markets shrink and anyone forking out cash wants value for money. So firms have to work smarter, not just faster. Creative bosses will be asking staff for ideas which could work for the whole team's benefit.

Also, many outfits think that shedding staff can be a good way of cutting costs – it can be, but it's first got to be thought out very carefully.

'Last in, first out' doesn't work any more

when you're considering making redundancies because that could land you with an expensive claim for discrimination.

Simon Morgan of Dartford-based HR Dept warns that redundancy is never an easy option, and it needs to be handled properly if it is going to make a positive, rather than negative, impact on your business.

"Many SMEs use redundancy as a way of dealing with a poor performer but this is the surest way to make the dismissal unfair.

"How you choose who to lose when there is more than one person doing the same role has to be decided by an objective selection criteria and consulting with all staff affected at every stage of the proceedings.

"In addition to completing the redundancy process on the right side of the law, you need to think about the rest of your workforce.

"Being left with a smaller team who may be

anxious about their own job security or, even worse, who harbour ill-feeling towards senior management, may negate the positive effects you were hoping for with a smaller, more tightly knit team."

When it comes to finance there's little real helpful advice to give. It depends on each individual firm now, because the banks have drawn in their horns and treat any loan or overdraft request with a beady eye.

But, every bank has stressed to me that firms which have been good customers in the past and come up with good business plans or ideas will get a fair hearing – and stories I've done recently in the Business section of Saturday Observer and Kent on Sunday have backed up this claim.

Now's a good time for firms to check out leases and rentals on properties – to see if it's possible to negotiate any new terms.

It's a buyers' market in commercial property at the moment, so companies seeking new premises should be able to work out some very favourable deals.

Essential guide to where you can save

■ GG Racing in Ashford is offering £10 off a 1/400th share

■ Cox & Son furniture and soft furnishings store in Ramsgate is offering free checks, measures and hangs on curtains

■ Avalone Flooring Ltd in Strood is offering 10 per cent off decorative flooring

■ County Bed Company in Tonbridge is offering 10 per cent off any headboard when purchased with a bed.

■ Robins and Day Motors in Maidstone is offering free winter health checks (normal RRP £19.99)

■ Something Old Something New in Westgate-on-Sea is offering 10 per cent off when you spend over £100

■ Winter Gardens Theatre in Margate is offering discount theatre tickets

■ St Lawrence Tavern pub and restaurant in Ramsgate is offering buy one main course and get one free

■ Village Hotel in Maidstone is offering £2 off the full ticket price for Burns night/Pink tribute night or ultimate Swing Night

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Going bargain hunting has never been easier – just click and save

By **TOM BETTS**

AS OUR bank balances are squeezed by the credit crunch, some financial experts suggest turning to the internet to make the pennies stretch further.

The savings that can be found online could make the read-out on the ATM screen that little bit more bearable... if you are computer-savvy enough to hunt them down.

While the large supermarket chains find more and more ways to reduce the retail price of their stock, web stores have also had to offer great deals to keep customers spending.

The obvious places to start are the price comparison sites, of which there are many.

The cheapest possible charges on everything from car insurance to Nintendo Wiis can be found on sites such as moneysupermarket.com and kelkoo.co.uk.

The process can be time-consuming, but is worthwhile as huge savings can be made.

Talking to people around the county, the message was clear.

Matthew Bates, 33, from Whitstable said: "I brought a new iPod 8BG Nano with my Christmas money on the net, and used Kelkoo to find it.

"What would have cost me more than £100 on the high street cost £84 on the net."

So much for luxuries, but with winter doing



SCREEN SAVER: Online shopping can really help you save your hard-earned money

its worst, the cost of your energy bills is worth looking at.

Click on energyhelpline.com or uswitch.com to set about making pound-saving changes.

Lorraine Pattola, 27, from Westgate-on-Sea, found that by switching energy supplier via the web, she saved more than £50 on her last bill.

She said: "I thought our bills from EDF were outrageous, so I used the web to shop around for a new supplier. My housemates appreciat-

ed it, too. I haven't made a cup of tea in weeks!"

And with the cost of mobile phones burning a hole in people's pockets, communicating with your friends can also be made cheaper.

Samuel Clarke from Herne Bay is 28 and has just bought his first home in the town.

Accordingly, he has had to curtail his spending dramatically.

Despite having a love of gadgets and technology, he switched to a pay-as-you-go mobile and increasingly used the internet to make contact with friends.

He said: "I use email much more now and I even joined Facebook, which I once vowed I'd never do. It has saved me money on things like texting and my phone bill has come down by around £15 a month."

Saving money on your groceries by shopping online is also easier than it looks.

The running total counters keep track of what you are spending and help to curtail impulse buys.

The dreaded delivery charge has come down, too, with retailers like Tesco now charging just £1.75 for midweek drops – and you don't spend money on petrol driving to the store.

If you're prepared to swallow your pride and buy second-hand, eBay also comes into its own as a cash-saving resource.

Books, CDs and DVDs, and pretty much everything else, are a steal if you are prepared to play the waiting game until the goods arrive.

One trick is to buy cheap films from shops like WH Smith, which often sell for as little as £3, and sell them on at roughly the same price.

A film for free, unlike renting from a store!

Essential guide to where you can save

■ Theatre Royal in Margate is offering two tickets for £20 (normally £14 each) for The Jives Aces on March 20 at 7.30pm,

■ Southern Antennae aerial and satellite shop in Broadstairs is offering 20 per cent off any service it provides

■ Thanet Leisure Force in Margate and Ramsgate is offering £50 off a family membership package. Discount available against annual payment or can be used for DD memberships against joining fee and daily rate payable in advance

■ Oliver Carpets in Ramsgate and Herne Bay is offering 10 per cent off when you spend over £250

■ Lextertent furniture store in Westgate-on-Sea is offering £300 off all dining suite orders over £2000

■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering 10 per cent off stoves and complete flue systems

■ Lenleys in Canterbury is offering an extra five per cent off sale prices on furniture, sofas and beds

■ H & H Flooring in Deal is offering free underlay upgrade on all carpets

■ Hazlitt Arts Centre in Maidstone is offering two for one comedy nights

■ KOS is offering a pressure washer kit £99.99 including free accessories save £116 on RRP

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Are you in control of your staffing costs?



PEOPLE PERSON: Director Tara Lloyd

SMALL businesses struggling to maintain their cash flow in the economic downturn should make sure they properly manage all of their people costs.

Ashford-based people management expert Calibre HR & Training said there are often opportunities for improving staffing efficiencies, but too few small businesses have the necessary understanding of the whole staffing picture – and so aren't well placed to secure cost savings.

Director Tara Lloyd said: "The wages bill is one of the largest financial commitments for any business. When times are tough businesses of all sizes need to know where and when costs will be incurred.

"However, small businesses routinely overlook some people costs and fail to have a proper grip on the full cost implications of their decisions. And the consequences can be catastrophic."

Businesses need to know both their total committed staff costs – including overlooked items such as cover for holidays and other absences, bonuses and deferred pay rises – as well as what flexibility they have to revamp operations to match demand.

Said Ms Lloyd: "For ultimate flexibility, employers need to understand the employment status of every staff member and the terms of engagement of contractors and agency staff."

By **TOM BETTS**

In addition, Ms Lloyd says people costs are often underestimated at both ends of the employment relationship.

"It can be easy to assume recruitment costs will be nil during a recession, but people continue to move jobs and if you are aiming to counter the effects of the downturn you should be taking advantage of the new talent on the market.

"So look closely at your recruitment methods to ensure the best value for money. Similarly, businesses planning to reduce or restructure the workforce need a proper understanding of redundancy costs and the role of professional support in managing the process professionally and avoiding litigation."

HR financial planning – what to include:

- All wage costs
- Cover for holidays and other absences
- Benefits – cars, food subsidies, life assurance, pensions, health cover, staff discounts and private health insurance, etc
- Pay rises and bonuses (including deferred)
- Recruitment costs
- Training
- Unclaimed Statutory Sick Pay
- Redundancy payments
- Professional HR support

Free people management factsheets are available at www.calibrehr.com.

Essential guide to where you can save

■ Farleys furniture store in Ramsgate is offering a free dishwasher with every kitchen order placed over £7,000

■ Kingfisher Blinds in Ashford is offering one motorised blind either vertical or roller free when you spend over £1,500

■ H & H Flooring in Deal is offering free accessories with all laminate flooring

■ Spand Motors in Hythe is offering a free mini valet with any full service

■ Theatre Royal in Margate is offering The Barber of Saville Row, January 30, two tickets for one top price ticket (£15 each)

■ The Captain Digby pub and restaurant in Broadstairs is offering a free kid's meal from the pirates menu with every adult meal ordered from the restaurant menu

■ Southern Antennae in Broadstairs is offering £25 off a high gain digital aerial

■ Village Hotel in Maidstone is offering 20 per cent off in the Verve Grill or Victory Pub

■ Lexterten furniture store in Westgate-on-Sea is offering £100 off elevating TV cabinets

■ Acorns health and fitness in Chatham is offering a third off gym membership

■ KOS is offering a Pulsar Kinetic Watch only £49.99 (inc p&p) no battery required, saving over 50 per cent on RRP

■ Morris & Turner in Medway is offering an extra £10 off Taurus vanity units and basins

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By **TONY PATEY**

COST will probably play the biggest part in holiday planning for most people this year – and New Year offers in the travel shops will be scanned carefully.

Looking at what has happened in the rest of the retail sector over the last couple of months, I think we can take major discounts as a given.

But it'll be worth checking out if they really are bargains or just face-value savings covering lots of extra charges. Or dodgy accommodation. Or travelling in the middle of the night from Rocky Horror Airport.

Deals

Of course, people will be using the internet if they can access it. But think about your nearest travel agents' – they employ locals who are trying to make ends meet like the rest of us, and when the good times come back you'll be glad they're still around.

If the assistants have been through the courses for travel agents, and I'm sure most have if they're on the front desks, they'll be able to work out the very best deals and travel routes.

With the weak pound, going foreign may not be the best idea this year; there are, after all, plenty of good holiday spots in the UK and southern Ireland, and there are bound to be opportunities for negotiating a cost-effective deal.

Even if a hotel or guest houses is not advertising a discount or offer, such as for a family, it's worth asking – they'll probably come up with a decent deal.

When my family was young I took them to the really beautiful parts of Britain – for example, Exmoor, the Peak District, the Isle of Mull, Wales – because I wanted them to

Take a holiday from the credit crunch



PEAK TIMES: Saving money on holidays is an excuse to re-discover what's on our doorstep

know what was on their doorstep before they jetted off abroad when older.

In fact, even now my wife and I would much prefer a walking holiday from a small, family-run hotel or guest house in say, Rutland, than spend a couple of days tearing out our hair at an airport – which wipes out any benefit from a holiday overseas, anyway.

Rail and coach services are definitely worth looking at – apart from saving carbon-miles

you can put up your feet with a book, newspaper or just snooze, and teenagers – and the not so young – aren't as selfish as they used to be with noisy headphones.

If you're really aiming to cut costs, or just want to rough it, camping can be either extremely comfortable or just extreme; caravans are also a good option because you can move around, but you have to pick sites carefully to get facilities you want.

B&Bs have really come on, and not just because of the fire, health and safety rules and regulations they have to satisfy.

A lot are now run by people who have taken early retirement from good jobs, or have got a good redundancy payout, and they give the kind of service they'd expect if they were on a break. And breakfast is usually extremely good.

Self-catering has never been on my holiday agenda, but other members of my family say it's fine if there are just one, two or three – it can be a bit time-consuming if there're more.

If you're young, check out any bus service deals you can get, such as special passes, because if you can get A to B on public transport, cheap or free, it's worth it. Also, if you're 60 or over, don't forget to apply for bus and rail passes.

If you're really worried about expense, why not just stay at home?

What's wrong with watching videos you like, listening to music, catching up on reading and then going out for a good evening meal and drink (you're not splashing out for anything else, let's face it)?

And Kent, of course, can offer fantastic landscapes and days out for all the family.

Use the car only if you have to, and check out public transport links – all right, you can't get everywhere, but you'll be surprised where you can go, and timings are now very good.

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Reducing your carbon footprint and your bills

WE can all make changes at work and at home which will help reduce our carbon footprints – and save us money during the credit crunch.

There's lots that can be done, and a main focus is climate change, which is highlighted in a new report from the Kent branch of the Campaign to Protect Rural England, which is the only organisation seeking to protect the countryside as a whole.

It's called 'Tomorrow's Kent', and is available on CPRE Kent's website, and shows how climate change will affect our county and what steps we can take.

Loans

A rapidly growing number of homeowners are now taking advantage of local council loans and government grants to install solar panels, wind turbines and other microgeneration technologies in their homes.

You may initially feel a large-scale renovation project in your home may seem uneconomical, but renewable energy technologies such as wood burners that provide heating and hot water, or solar water heating panels, will pay for themselves in the long term.

While oil prices may have come down for the moment, everything suggests that high heating costs are here to stay, unless we look for alternatives.

BY **GEMMA WATTS**

There are many other practical steps you can take to reduce the amount of energy you use in your home. By simply replacing old lightbulbs with energy saving ones you can reduce your energy costs.

If your boiler is more than 10 years old then think seriously about getting a new, more efficient one. It should keep you warmer for a lot less money.

Improving the insulation of your home doesn't have the 'eco-bling' attraction of a solar panel or a wind turbine, but it can save you money, and reduce your carbon footprint, far more effectively.

For impartial advice on what is available in your area and what you can do, contact the Energy Savings Trust (www.energysavingtrust.org.uk or phone 0800 512 012).

CPRE Kent is holding an 'Alternative Energy Event' in Tunbridge Wells on January 24. There will be a range of speakers giving presentations on how alternative energy can work with protecting the countryside, listed buildings and conservation areas.

For more information visit the website www.cprekent.org.uk or call 01303 815180.

Take action now to protect Kent from climate change and start saving on your bills.

• **Gemma Watts is publicity officer of the Kent branch of the Campaign to Protect Rural England.**



COST EFFECTIVE: (top to bottom) solar panels; insulation; and energy bulbs

Essential guide to where you can save

■ Lindsay's Driver Training in Hythe is offering a Learner Driver starter pack for only £95 which includes four lessons, theory training DVD Rom, Highway Code, Theory Q&A book, £60 pass plus discount (for under 20s) Young marmalade kit (low car insurance and cars for new drivers)

■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering £10 off Honda mower servicing and £20 off Honda and Husqvarna ride on mower servicing

■ Clarkes Furnishers in Maidstone is offering a free power upgrade. Pay for a manual recliner and upgrade to a power version free. G Plan upholstery

■ Lexterten furniture store in Westgate-on-Sea is offering £300 off upholstery orders over £1,500

■ The Fireplace in Sittingbourne is offering 10 per cent off

■ Village Hotel in Maidstone is offering 50 per cent off its Sunday night pasta buffet

■ Thanet Leisure Force in Margate and Ramsgate is offering £100 off joining fee. At any Thanet leisure force fitness studio when you sign up to any membership package

■ Farleys furniture store in Ramsgate is offering half price duvets and pillows with every bed purchased

■ KOS is offering a porous seepage hose. It saves time and money uses up to 70 per cent less water. From only £19.99, save £35 on RRP

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IT USED to be dig for victory, but now we could say it's dig for survival...

Growing your own vegetables and generally shopping sensibly can save a lot of money. So rather than just cruising supermarket aisles picking up whatever takes your fancy, and getting a shock at the check-out, plan your campaign.

Part of that attack could be just growing your own herbs and some vegetables – or even getting an allotment for a bigger crop – and also making sure you spot the food and drink bargains in a variety of stores, from the biggies to cornershops.

For example, try and buy large bags of onions or potatoes rather than smaller amounts; you'll find that if they're kept in a cool, dry, shaded place they'll last ages.

Also, cultivate your local butcher. If you're a regular customer, you could, for example, ask for a 'bargain pack' of meat if you give them say £30 or £40 cash. Again, it'll save in the long run and last ages – and it'll stock up your freezer.

Plan meals

Plan meals a week ahead, and shop just for the items you need – that way, no food will go to waste and you'll be less tempted by unnecessary bits.

At the supermarket go for the 'own brands' – which are often just a difference in packaging, and a lot cheaper.

Budget supermarkets such as Lidl also do an incredible range of fruit juices, including pear and peach, which are extremely healthy, cheap and long dated. They're usually packed with vitamin C and very tasty.

Taking sandwiches and some fruit for lunch at work will save pounds each week, and you won't be tempted by fast food or cream cakes. Drink water instead of expensive and calorie-packed fizzies.

Use up leftovers – for example, vegetables can be used as a 'bubble and squeak' the next day, and meat can be used for sandwiches.

And if you make things like lasagne, stew



VEGGIE FEAST: Growing your own food and shopping sensibly can help your finances

Healthy ways to save allot of cash

and shepherd's pie, make much more than you need so you can then freeze small portions for the future.

Finally, try and grow your own vegetables. Not only will it keep you fit, but the taste of something you have grown yourself is very satisfying.

If you're new to gardening, get some how-to books from the local library – you'll find loads on the shelves – and the weekly gardening

magazines carry masses of topical tips and suggestions.

Cultivating anything from a small patch in your back garden to a full-scale allotment will give you an extremely worthwhile hobby which will certainly stay with you even when the recession becomes a memory.

This time of year, you'll find bargains and big discounts in garden centres for a whole range of gardening items, from mowers to gloves.

To see this clip, search 'driving'

@ yourkenttv.co.uk



According to one driving instructor, we could all change our driving habits and see a 39 per cent fuel saving

Essential guide to where you can save

■ Holiday Inn Express in Ramsgate is offering conference room hire for £95 per day including LCD projector, flipchart, pens and one round of coffee plus free parking

■ GG Racing in Ashford is offering £40 off a 1/100th share in racing shares

■ Elephant Windows in Ramsgate is offering £100 off with any order placed over £2,000

■ A & A Gliderobes in Canterbury is offering up to £100 off

■ Kentish Hardwood in Rainham is offering 10 per cent off carpets

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Draught in

We decided to get some help this winter to make our home more eco-friendly while cutting down on high heating costs...

By **KATE HODAL**

THERE was no joke about it: the house was an icebox, but we'd made a silent but communal resolution to withstand the cold rather than blast the heat.

But when snow fell, we decided we'd had enough. We flipped the switch.

Then the boiler packed up.

The timing couldn't have been worse. Or better. We might have been freezing, but the Energy Saving Trust was also telling people that what we needed to do to stay warm wasn't to turn up the heat, but insulate the loft, strip insulate our windows and stop using our chimneys, energy-inefficient as they were.

So we decided to try out an eco audit. Would it really be possible to save money and stay warm, all at the same time?

That's when eco-auditing guru Donnachadh McCarthy stepped in.

Blessed with a thermometer, an energy monitor (which reads how much energy an appliance uses both when on standby and in use) he wandered with us from room to room measuring things like drafts, light usage, how much time we spent in which areas and insulation.

What he found in our four-storey Victorian mid-terraced house was shocking. For a household that recycles nearly twice as much as the national average, we were eco-sinning just by opening up our front door.

But all that was about to change.

Taking in full stock of the house, from cellar to loft, Donnachadh gave us a full list of notes on how we could cut costs but plump up our eco-friendliness.

ing bill, which would save us roughly 20 per cent per month on our electricity bill.

We also made sure to cap its temperature at 60C, so as not to overheat the water and suffer the economic consequences later.

Radiators

Many of the radiators in the house are placed under windows, for instance in the kitchen, bathroom and some bedrooms, meaning that up to 70 per cent of the heat is lost straight through the glass above or through the outside wall.

"This can be corrected by installing a shelf above the radiator, which will block the heat from escaping up through the window," Donnachadh explained.

"By installing a reflector panel, you'll reflect the heat into the room rather than leak it into the wall behind it."

We've found that it also helps to draw the curtains at night, which none of us had paid much attention to. By turning rooms into small boxes, and ensuring the curtains are drawn, doors closed and radiators turned on, our house has become a hodgepodge of warm rooms, rather than an airy hallway whereby one can wander in and out of spaces that are, as a result, freezing cold.



Fireplaces

Our next stop was to take a look at the fireplaces. Donnachadh reckons that up to 15 per cent of the central heating in a room can be lost up an unsealed fireplace.

Our house might boast five gorgeous fireplaces, but they certainly make a room cold.

After investing in a chimney balloon, which set me back £19.99, my room became five degrees warmer and there was no longer a draught between the chimney and the door to my room.

Doors

Donnachadh said: "Take a look at your front door," he said ominously, stepping over the threshold.

He pointed out a draughty letterbox, which was letting cold air into our hallway day and night. "Most people don't realise the effect of draught in a door frame like this."

"Get yourself some strip insulation and a



Heating

It has charm, but our house is also large, drafty and badly insulated. While we might be slightly ahead of the rest of Britain by subscribing to a green electricity tariff, we've still been using way too much of it.

I discovered that by replacing the boiler with a newer model we could save around 20 per cent on our gas bills and keep the house heated more efficiently.

But the possibility of my landlord buying us a whole new one was low, so Donnachadh talked instead about how we were actually using the boiler.

Our boiler is set on a timer, with separate controls for the central heating and hot water. But we still had the hot water on longer than we needed it – we were able to shave off three hours per day from our heat-

the expert to go green

draught-proof letter box, and your hallway will warm up in no time," he added.

"A doorbrush would help the gap at the bottom of the door, and a door curtain would also stop any drafts from coming into the house."

Donnachadh's next step was to take a look at our kitchen door, with its keyhole allowing a permanent shaft of air coming into the room.

He told us that putting tape over the keyhole on the outside would prevent cold air from coming in.

Things to look out for: door gaps, drafts from cracks, air coming through keyholes,



broken locks and draughty letterboxes.

Solutions: draught excluders, taping keyholes, fixing locks and getting draught-resistant letterboxes.

Floors

Our drafty house's wooden floorboards once supported plush carpet. While its since been ripped up, the boards themselves have not changed since the house was built in the 1870s.

Well worn, they are incredibly draughty, with no insulation protecting them from the cold cellar air blowing from below.

"This is a source of a large amount of your heat loss and needs to be dealt with urgently," Donnachadh said, reckoning that a whopping 15 per cent of our home's heat loss was going through the floor.

By filling in the floorboard gaps and nailing wood fibre insulation board to the cellar ceiling, we should be a lot warmer, he says.

Things to look out for: holes.

Solutions: plug the holes with floor filler (available from hardware stores) and insulation board.

Windows

A crack as small as 2mm around a window can let in as much cold air as leaving the window open 8cm, so it's essential to make sure your windows fit well.

The windows in our kitchen and living room had gaps large enough to stick pencils through, and air vents in the toilets were either left open or were broken.

After blocking up the vents with some strip insulation and recycled cardboard, we found



the toilet and kitchen now felt 100 times warmer.

Our next step was to look at the sash windows in our house, whose draughts needed blocking with draught excluders along the sides and in between the window frames.

Donnachadh also noted that installing curtains on the kitchen windows would help even more, as would drawing our bedroom curtains (and having them thermally lined, or at least double-lined) with Velcro, to ensure their complete closure at night.

Things to look out for: broken locks, draughts coming in between the panes or between the pane and frame.

Solutions: strip insulation, fixing the locks, heavy curtains.



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Established 1928 - Four Generations of Family Service & Quality

By KATE WHITING

THE credit crunch has been blamed for a lot of things – repossession, redundancies and the demise of Woolworths – but in recent weeks it has also hit the headlines for reigniting Britain's sex lives.

Sales of condoms have shot up according to Superdrug.

It seems that more and more couples are opting for a steamy night in rather than splashing their cash on a night on the tiles, and some experts are predicting a baby boom next year as a result.

"We've seen a phenomenal rise in the sales of products designed to enhance sexual pleasures and a rise in the sales of condoms compared to this time last year," says Melanie Wilson, Superdrug's healthcare buyer.

"Over the past four weeks we have also seen sales of pregnancy testing kits rise every week – so we'll expect to see sales of nappies rocket later this year."

A recent survey by YouGov named sex as the nation's favourite free activity ahead of window shopping and gossiping, but as with some other trends, we've seen it all before.

Research shows that economic slumps in the past, including during the 70s and the early 90s, caused the birth rate to rise, so could we be set for another baby boom?

"No," says Netmums co-founder Siobhan Freegard.

"We tend to have mums on our website who are already pregnant and already have children, and from their point of view, I would say the credit crunch is probably having the opposite effect in that we're finding mums who would like to have a child are actually holding off and saying 'I'm really worried about my husband's job' or 'it's another mouth to feed'.

"Also people who had hoped to have another

Why we're finding the credit crunch a turn on

Most headlines about the credit crunch were depressing and gloomy, until news broke that the recession has made us all have more sex. We ask the experts about the story behind the headlines, whether it will lead to a baby boom and reveal why sex is good for you

baby and move house, for more room, are not able to do that, so they're actually holding back and saying 'we're going to wait and see how things pan out'."

While sales of condoms are increasing, it could well be that people are more worried about getting pregnant and are taking more care with contraception, rather than that they're actually having more sex.

Regardless of whether there will be a baby boom, it certainly seems the nation's sex life is having a healthy surge. That's no bad thing, says relationship expert Paula Hall.

"I've seen the statistics saying condom sales have increased, so unless they're all being used as water balloons, it seems couples are having more sex," she says.

"Certainly I've seen a number of couples who can't afford to go out and do the things they do normally and they're deciding they need to find cheaper forms of entertainment. Staying at home and enjoying themselves sexually is certainly something I'd recommend to help their relationship."



HOME ENTERTAINMENT: More couples are opting for a steamy night in to save money

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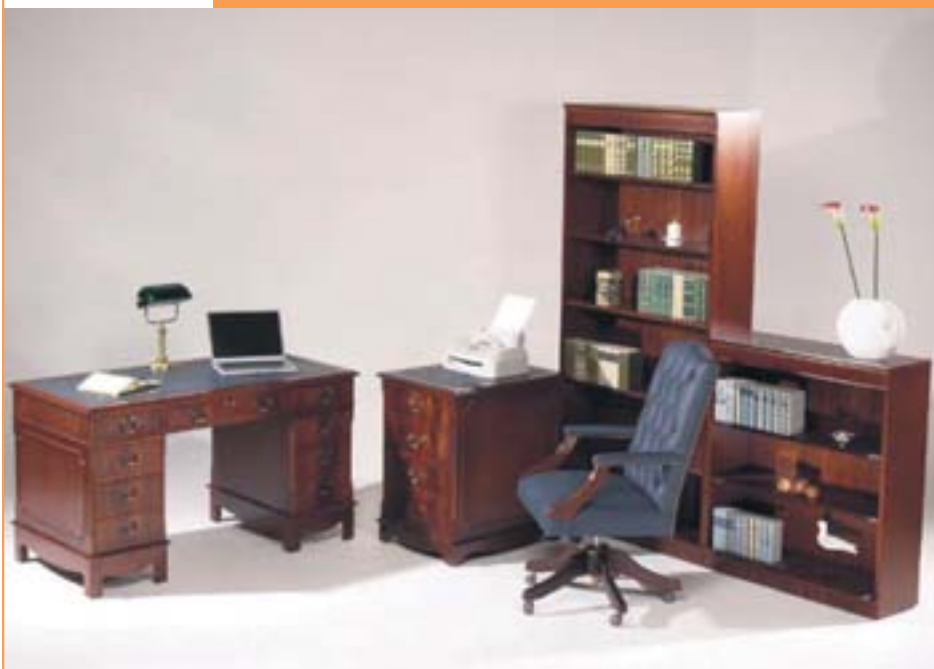
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Don't dispute it

BY **TONY PATEY**

WITH lay-offs and cost-saving happening in a lot of companies, many workers feel unsafe and edgy.

This is often the time when disputes which are really tea-cup storms become full-blown disagreements.

This is where Acas comes in. It has been part of the industrial landscape for years – in the past it figured in all the big disputes between unions and bosses.

It used to be called by its full name of Advisory, Conciliation and Arbitration Service, but now it's just known by its acronym.

But, although it's involved in all aspects of employment disputes, a key part of its work is mediation – and it's this part which grabbed the headlines years ago when its delegates used to sit down between some tough bargainers on both sides.

Acas has launched a new line of attack, urging employees and employers to resolve any disputes in the workplace rather than going for expensive employment tribunals.

Acas South East senior advisor Sarah Vintner said: "Mediation aims to get people talking together, in a constructive way, so they can sort out their differences."

"Obviously this isn't easy, especially if people haven't been getting on well for some time and have built up very negative pictures of each other."

"That's why the mediation approach we use is quite structured and provides clear ground rules so that people feel as safe as they possibly can."

"That way they are more willing to open up and be honest about what is bothering them."

The mediator first meets each person separately so that there is confidence that the Acas delegate is not there to judge who is right or wrong, and then the process starts.

Ms Vintner said: "A typical scenario for mediation is where two work colleagues have such different personalities and working styles that they each regard the other as rude and unhelpful, sometimes leading to allegations of bullying and harassment."

"A situation which, if left without any attempt to help those two people talk to each other properly, could result in grievances and ultimately disciplinary action as their behaviour begins to breach company standards."

"The typical mediation outcome of such a case is respect and understanding of each other, increased self-awareness and agreements about acceptable and unacceptable behaviours."



PREVENTABLE?:
Acas mediation can help with problems in the workplace

FREE book to help your firm

STEP up, folks – here is a FREE book to help firms with their marketing. But you'd better be quick because it's a limited offer.

It's designed to help businesses increase the effectiveness of their marketing, has just been released and is called "Why most marketing doesn't work and how you can fix it....."

Author, business specialist Dean Garland, said: "For most businesses, the quickest way to climb out of the recession and improve their fortunes lies in their ability to use effective marketing tactics."

"Unfortunately, most business owners find that their marketing isn't working as they would like, but have no way of knowing why this is the case."

This comprehensive 99-page book solves this problem and is FREE to KOS Media readers when they enter or mention Kent on Sunday when they go to <http://www.marketingfixit.co.uk/> or call 0844 4480 670 – but only 50 copies are available.

The book has been designed to create a quick win for those aiming to generate more money from their business and get an excellent return on their marketing spending with:

- 31 examples of proven marketing campaigns which have generated millions of pounds for small business owners including detailed

summaries on why each one worked

- Why your 'message' has to include the '8 marketing assets'

- How to side-step the competition and eliminate them from the minds of your prospects and customers (without reducing your prices).

Mr Garland, of Rapid Results Marketing, said: "By knowing what marketing to use in certain situations and how to put it into action will be a key skill if small business owners are going to keep their ship afloat during the current economic climate."

"Unfortunately, there are millions of business owners throughout the UK who struggle with this element of their business. I think this is typically because they don't have enough time to dedicate to it and they lack the necessary know-how."

The Book also includes 7 Essential 'Marketing Fix-It Lessons'. All you have to do to receive the book for FREE is to enter the reference number 136 or just type Kent on Sunday along with your contact details. After doing so, you'll be able to get instant access to the book straight from the website. If you'd prefer, phone 0844 4480 070 and give your name, address, telephone number and email address and you'll be sent an email giving you immediate access to the book.

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This is the year to be shrewd – or you could be paying a heavy price

IT WAS left to national treasure Robert Peston, the BBC reporter whose strangled tones guided us through the big financial crises of 2008, to highlight the ironies of a year none would have predicted 12 months ago.

At this stage in the credit crunch, he noted, savers and careful investors who usually come out well in a recession, are carrying the can and showing hefty losses – while many bankers, who caused much of the trouble, got themselves refinanced just in time to collect Christmas bonuses.

Great deals

After a turnaround like that, how can we survive 2009, a year billed in advance as one of the grimmest in years?

Here's a New Year medley of tips:

- Always keep within the authorised overdraft limit on your bank account.

The average authorised interest rate is 14.48 per cent, while the average cost of unauthorised debit interest is over 60 per cent more expensive.

- Beware of too many bargains: "You run the risk of buying things you don't need", says Gill Wrigley of Tenon Recovery, "so keep a check on what you spend and keep to your list."

- Slash those mobile phone bills: James Parker, mobiles and broadband manager at

BY JEREMY GATES

Moneysupermarket.com, says great value SIM-only deals will catch on in 2009.

"Asda and Ikea have already entered the market from the High Street and 2009 should see more big names joining the fray", he says.

"With the market for SIM-only becoming ever more competitive, we should see some great deals for consumers."

- Guard against the sack: Emma Walker, head of protection at Moneysupermarket.com, thinks rising job losses will make payment protection insurance (PPI) for loans and mortgages a "major focus for 2009".

- Homebuyers will be "increasingly happy" to switch to Standard Variable Rate (SVR) mortgages at the end of a fix, says Louise Cuming, head of mortgages at Moneysupermarket.com. However, Cuming fears "a flurry of conditions imposed by lenders to prevent borrowers from benefiting from the SVR rate will continue".

- Take trouble to find top savings rates: Kevin Mountford, head of savings at Moneysupermarket.com, says "a couple of new providers will enter the market – good news for consumers as it will help to keep the new breed of super banks on their toes."

"There will be a gap between best and average accounts, so savers must be vigilant."

- Loans will get dearer: Tim Moss, head of loans at Moneysupermarket.com, says rising defaults on repayments, and banks making

less money from PPI will result in higher APRs. He thinks rates could hit 12 per cent, the level of five years ago, after several years in single figures, with only 'prime' customers getting unsecured loans.

- Equity release catches on: Anthony Rafferty at Norwich Union says 2009 will see the start of products sold via major banks and building societies to older homeowners keen to turn bricks and mortar into ready cash.

- Look to save on home and car insurance: Simon Lambie at Confused.com reckons the average saving by the website's customers in 2008 was £186 on home insurance, and £208 on motor cover.

Decent return

- Look to pay down the mortgage with any spare cash: Simon Lambie at Confused.com says a £100,000 borrower on a 25-year repayment loan, with an interest rate of five per cent, saves over £12,200 in interest payments by overpaying by £50 per month. They would also cut the repayment period by three-and-a-half years.

- Don't be afraid to spend: Geoff Tresman, chairman of Punter Southall Financial Management says: "Wherever possible, pay down debt. It could get expensive in 2009."

"If you have the money, I would suggest you spend some of it in 2009 – on electrical equipment, white goods, clothes, available at prices last seen 25 years ago."

- Long-term savers might get a decent return by buying a traded endowment policy,

which the original owner is selling well ahead of maturity. Brian Goldstein, chairman of The Association of Policy Market Makers claims latest figures show these policies returning an average 8.3 per cent a year over 25 years, much better than saving accounts and shares in the current climate.

- Serious savers are likely to find corporate bonds – issued by companies to raise funds – will be the most rewarding asset class in 2009, says investment director Rob Pemberton at wealth manager HFM Columbus.

- Flat owners might try to extend their lease, says Philip Rowland, leasehold specialist at Sussex-based law firm Adams & Remers.

Rowland said: "In a market where selling property is difficult, it makes sense for flat owners to protect their investment by using their statutory rights to extend their lease."

- Pay off more than the minimum on credit card debts, says Simon Lambie at Confused.com. "If customers pay only the minimum – ie, two per cent on a £5,000 balance each month, on an interest rate of 15 per cent, it would take 463 months (over 38 years) to repay the original amount, plus interest of £7,652."

"Pay an extra £50 per month, and the pay-back period falls to 73 months, with interest only £2,009", says Mr Lambie.

No doubt you've noticed a common theme running through these tips: 2009 is the year when you take a keen interest in money and understand exactly where it's going. If not, you could pay a heavy price.

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Word on the street is...



MARKET stall owner **Steve Humble** said: "It's affected everyone. People are definitely cutting back on non-essentials and things are difficult."

"I've had to cut back on other things too. I used to employ two members of staff, and unfortunately I had to let one go."

"We have also had to cut out visiting markets where we have to drive a long way due to petrol costs, and this year I will be taking a one week holiday instead of two weeks."



CANTERBURY street cleaner **Matthew Cole** said: "I'm getting by, but my family are having to budget much more carefully than we were before; everything from food to gas bills."

"And whereas you used to look forward to holidays and nights out and things like that, now we have to be a lot more careful."

"But it's just a question of budgeting better. I'm lucky because I'm in a fairly secure job that is paid weekly."



LORD mayor's chauffer **Laurence Dunderdale** said: "So far it hasn't affected us that badly. Obviously, like everyone else we are keeping an eye on the bills, things like the

We visited Canterbury to find out how all of you are dealing with the credit crunch

utilities and food, but so far we are doing OK.

"I'm semi-retired, but I have two part-time jobs – I'm the Lord Mayor of Canterbury's chauffer and bursar of an alms house charity."

"We're also keeping an eye on our investments, and we've moved a couple to get better rates."



OWNER of Marlowe Florists **John Scanlon** said: "The walk-in sales have dried up completely; the £6 to £10 casual market is dead – those few quid are staying in people's pockets now."

"People are still buying the big bouquets for people's birthdays and things like that, because they have to. If a husband forgets his wife's birthday he's in trouble."

"But if it wasn't for people dying, getting married, or having birthdays I don't know what we'd do."

"I'm selling a quarter of what I'd normally sell from walk-in sales. The business used to be 50-50 between walk in and pre-ordered."

THE Lunatic Fringe manager **Steve Wallace** said: "We are alright, but it's depressing to see other places going under when you're doing

OK yourself."

"We have a good number of regular clients who come in every four to six weeks, and Christmas was busy so now in January and the beginning of February we're getting a lot of people in again."

"People always want their hair cut, especially now spring is coming, and people are thinking about a restyle. We are a ray of light."



JUSTIN Weston, owner of the Secret Café, said: "I'm doing OK. Before Christmas I was really feeling the pinch, so I brought in a new credit crunch menu."

"I did away with the restaurant side of it, and pared it back to only selling things on the specials board – a couple of mains and a couple of choices of soup."

"Now I have a regular stream of customers, but they all come in to eat because it's cheaper. It's more of a café than a coffee shop now."

"In times like these every business needs a strategy and mine was to cut the prices on food."

Essential guide to where you can save

■ **Hazlitt Arts Centre** in Maidstone is offering two for one offer on music nights tickets normally £12 each, now two tickets for £12

■ **H & H Flooring** in Deal is offering an extra 10 per cent off all carpets

■ **Deco 5**, wine bar and gallery in Whitstable is offering 20 per cent off food all day Tuesday, Wednesday and Thursday. Light tapas-style menu

■ **Cox & Son**, furniture and soft furnishings-store in Ramsgate is offering interest-free credit on all carpet orders over £1,000

■ **Angel Nail Studio** in Ramsgate is offering first full set of acrylic nails for £22 and first infill's half price

■ **Avalone Flooring Ltd** in Strood is offering 10 per cent off carpets

■ **Avinco Limited** in Ramsgate is offering 15 per cent off aerial installation

■ **Bourne Road Garage** in Crayford is offering free car mats with all Mazda purchases new and used

■ **Carpets 4 Less** in Ashford is offering 10 per cent off carpets, rugs, vinyls, laminate and wood floors

■ **Clarks Furnishers** in Maidstone is offering bed bargains – buy a 5ft divan set and pay only the sale price of a 4ft 6in

■ **KOS** is offering Snugfit mattress topper from Slumberdown from only £69.99, save up to £40. Various sizes available

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Recipe to beat tough times

Staying in is the new going out, but feeding a crowd can end up costing a packet. Fiona Beckett, author of *The Frugal Cook*, shows how to feed your friends without breaking the bank

BY **LUCY CORRY**

WHEN it's cold and bleak outside, I love having people over for dinner.

They're always grateful to be fed, it's a chance to cook something more exciting than the usual weekday pasta and sauce combo, and it's a good way to return favours or get to know people better.

But unless you're careful, entertaining at home can be a fast-track to economic ruin. Many's the time when a quick bit of accounting has shown that dining in can cost as much as dining out – and you still have to do the dishes and clean up afterwards.

Foodwriter Fiona Beckett has got plenty of ideas on how to be a generous host without resorting to beans on toast for the rest of the month.

Her new book, *The Frugal Cook*, is packed with recipes and ideas to turn simple ingredients into meals with the wow factor.

She says it is possible to skimp without it showing – you just need to be clever.

"Make up for your lack of cash by inviting friends to a meal that sounds fun," she says.

"You could tie it to an event... or focus on a type of food, like a cupcake tea, a jelly and ice-cream party, or a soup supper."

Here Fiona shares two recipes.

Caramelised Cauliflower Soup

Serves 4-6

1 medium to large cauliflower
75g unsalted butter
1/4 tsp curry powder plus a little extra for decoration



150ml semi-skimmed milk
600ml light vegetable stock

Salt, black pepper and lemon juice to taste
Chop the cauliflower. Cut the butter into cubes, put them in a large saucepan and place on a medium to high heat. Add the cauliflower and cook, stirring occasionally until golden brown (about 12-15 minutes).

Stir the in the curry powder and cook for another two to three minutes then add the milk, and bring to the boil, stirring. Reduce the heat, cover the pan and simmer for five minutes.

Add 300ml of the stock, bring to the boil then cook gently until the cauliflower is soft. Remove the pan from the heat, leave to stand for five minutes then tip the contents into a liquidiser and puree until smooth. Return to the pan.

Whizz up the remaining stock in the blender to pick up the last bits of the puree and add to the cauliflower. Stir well and re-heat gently.

Season to taste with lemon juice, salt and black pepper. Serve in small bowls with chives and a light dusting of curry powder.



Empress of Puddings

Serves 4

400ml whole milk
finely grated rind of 1 small unwaxed lemon
15g butter
25g caster sugar
80g fresh breadcrumbs
2 large egg yolks
3tbsp raspberry jam
125g fresh or frozen raspberries or mixed small berries

For the meringue:

2 large egg whites
110g caster sugar

You will need a lightly greased small to medium-sized shallow oven-proof dish about 750ml in capacity.

Pour the milk in a saucepan, add the lemon rind and stir then place over a low heat until the milk is hot. Add the butter and caster sugar and leave a couple of minutes until melted then strain the milk over the breadcrumbs. Stir and leave for 20 minutes.

Meanwhile heat the oven to 160C/325F/Gas 3. Beat the soaked breadcrumbs, then beat in the egg yolks and tip the mixture into the greased pie dish. Place the dish in a roasting tin of water and bake for about 45 minutes until the top is lightly set.

Put the jam in a small saucepan with the frozen fruit, warm through and spread gently over the pudding without breaking the surface.

Whip the egg whites until stiff then whisk in half the sugar until the mixture is thick. Fold in the remaining sugar and spread over pudding.

Put the pudding back in the oven, turn the heat down to 150C/300F/Gas 2, and cook for 15-20 minutes until the meringue is golden brown.

To see this clip, search 'food'
@ yourkenttv.co.uk



We look at how much cheaper, healthier and popular it is becoming to grow our own food and cook at home.

Essential guide to where you can save

■ St Georges Chevrolet in Margate is offering free three years servicing extended AA roadside membership

■ Holiday Inn Express in Ramsgate is offering a room, bed and breakfast and entertainment package for £55 which includes movies, music and internet plus free parking

■ GG Racing in Ashford is offering free memorabilia – buy a share in a racehorse and receive a free mouse mat, coaster, key ring and fridge magnet worth over £10

■ KOS is offering luxury Egyptian cotton 400-count percale bed linen. Save up to 40 per cent off RRP

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Help available to keep the roof over your head

By **STEVE KNIGHT**

HOMEOWNERS and tenants have been assured that help is always at hand if they are struggling to make their monthly mortgage or rental payments.

According to the public services website Directgov, losing a home can usually be avoided if the person living there fully explores the numerous options available to them first.

For example, owners can often negotiate a new payment plan with their mortgage lender, while they and those renting properties should also find out if they are eligible for any housing benefits.

In both cases Directgov advises people to pay as much as they can manage each month, as regular payments at least demonstrate to lenders and landlords that they are committed to overcoming their problems.

For those homeowners who feel there really is no way out, the Government announced last week that it was rolling its mortgage rescue scheme out across the country.

The £200 million programme – which is being managed by the National Housing Federation (NHF) – allows people to take a loan from or sell their homes to housing asso-



DON'T PANIC: Assistance for homeowners

ciations, who will then lease the property back. Residents in Tunbridge Wells, Maidstone, Dartford, Tonbridge and Malling and Shepway were among the first to benefit when

the scheme was piloted in December.

NHF chief executive David Orr said: "The mortgage rescue scheme will save thousands of vulnerable families from the nightmare of having their homes repossessed and give them the long-term stability they need.

"This scheme will also serve to undermine those shadowy companies currently making money out of people's misfortune by buying their properties at substantially less than the going rate – and then only letting them stay on a short-term tenancy basis."

For those people who cannot pay their rent or are worried they may not be able to in the future, the message from Directgov is clear – sort things out as soon as you can.

Tenants are advised to prioritise the debts they need to pay off and, most importantly, to talk through their problems with their landlord.

Landlords usually have the right to evict for rent arrears depending on their tenancy agreement, so it is important they are always kept informed of their tenant's current situation.

A number of groups exist to provide help and advice to people such as struggling homeowners, including the Consumer Credit Counselling Service and Community Legal Advice.

Shelter also gives advice on all types of housing issues, as does the Citizens Advice Bureau.

Essential guide to where you can save

■ Cox & Son furniture store in Ramsgate is offering to upgrade your carpet underlay for free, give super for standard price, and deluxe for super price

■ Avalone Flooring Ltd in Strood is offering 10 per cent off laminates

■ Avinco Limited in Ramsgate is offering a free consultation on digital TV

■ Bourne Road Garage in Crayford is offering a free tank of fuel with all Mazda purchases new and used

■ Clarkes Furnishers in Maidstone is offering £50 off the sale price when you buy any stressless chair and stool

■ Stonecroft Emporium in Broadstairs is offering free glowing bunny ears free when you buy a UV Tutu skirt

■ Lenleys in Canterbury is offering an extra £2 sq m off sale price of any carpet order over 15sq m, which includes underlay. Free fitting for standard rooms

■ Nasons in Canterbury is offering 10 per cent off beds and bedroom furniture

■ Old Sawmills in Ashford is offering 20 per cent off all showroom items

■ PK Commercial Tyres in Ashford and Maidstone is offering £10 off MOTs

■ KOS is offering ultra slim Danish Skagen watches only £69.99 save £20 on the RRP

■ Thorley Tavern's Oak Hotel in Ramsgate is offering 20 per cent off its bar-food menu

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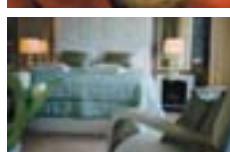
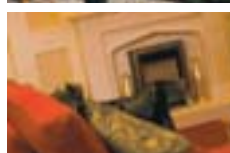
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Making a budget can control your money

By **JENNA PUDELEK**

CREATING an accurate personal budget will help to cut-out needless expenses and save money during these times of economic hardship.

Realistic records of funds coming in and out allow people need to know how much spare cash they have available when speaking to creditors, who can then advise on ways to pay back the money owed back over a period of time.

"Keep a record of everything you spend money on to complete an accurate picture of your monthly expenditure," is the advice issued by the Consumer Credit Counselling Service (CCCS).

The Financial Services Authority (FSA), the national financial watchdog, provides an online budget calculator and the Government has also provided a step-by-step guide to make the process as painless as possible at its Directgov website.

The first step for creating a personal budget is to calculate 'outgoings' by digging out recent bank statements, energy bills, telephone bills, council tax, water rates, insurance and other similar expenses.

Also include anything paid for by standing orders such as mortgage or rent payments.

Estimate the amount spent on everyday items such as food, clothes, petrol, pet food and

newspapers as well as cash forked out for other 'events' like Christmas, birthday presents, going to the dentist and holidays.

Calculate total outgoings for a full year and then divide by 52 or 12 to get a weekly or monthly figure.

Income is worked out through checking payslips to get an accurate figure for wages, plus any benefits such as child tax credit and any rent from lodgers or adult children.

To see this clip, search 'travel' @ yourkenttv.co.uk



One of the biggest family costs is the holiday. We look at how to save money and enjoy what's on your doorstep

Add up the total income for a week or a month and then take away the expenditure.

If there is a 'shortfall' or more money is being spent than is coming in, the Government advises people to "prioritise spending and cut back on commitments you can't afford".

Money can be saved by 'shopping around' to find the best deal on gas, electric and telephone bills, surviving on the bare essentials and dealing with debts immediately.

People have also been advised to find out if they are owed any additional benefits or tax credits and to ensure that everyone in the household who is working is paying their share.

A budget is only an estimate of income and it is important to keep track of money coming in and expenses to keep your plan up-to-date and accurate.

The Government's money experts advise keeping a notebook to hand and writing down everything spent over the course of a couple of months.

Budgets need reviewed regularly in case a new job comes along or there are other changes in circumstance.

Spare money can be kept in savings accounts and the FSA can provide good personal financial advice, the Government added.

For more information visit www.direct.gov.uk, www.moneymadeclear.fsa.gov.uk, www.cccs.co.uk or call the CCCS' hotline on 0800 138 1111.

Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering 10 per cent off any mattress when purchased with a bedstead

■ Lenleys in Canterbury is offering an extra 10 per cent off sale prices of rugs, pictures, mirrors and lighting

■ Nasons in Wincheap, Canterbury, is offering 10 per cent off carpets

■ Oliver Carpets in Ramsgate and Herne Bay is offering 15 per cent off when you spend more than £600

■ Pomphreys Motors in Bapchild and Sittingbourne is offering car rental – book one day and get the second free

■ Robins and Day Motors in Canterbury is offering a free winter health check on production of KOS voucher (normal RRP £19.99)

■ Atlantis Restaurant in Ramsgate is offering 25 per cent off food from the a la carte menu

■ Theatre Royal in Margate is offering Gusset, March 7, 7.30, two tickets for one top price ticket (£12 each)

■ Ideal Home Improvements in Sheerness is offering 10 per cent off advertised rates

■ Kitchen to Table in Rochester is offering £10 off goods with an order value £50

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HANG UP: Save money on your mobile phone

BY STEVE KNIGHT

MOBILE telephones have become an essential part of everyday life over the past decade, albeit a pricey part at that.

Whether on contract or pay-as-you-go, most of us now pay more money to speak to friends and family than at any time in the past.

The average mobile phone bill is £205.20 a year, but industry experts claim that figure could be much lower if users took the time to research the different tariffs available.

Consumer finance journalist Martin Lewis, who in 2003 founded MoneySavingExpert.com, said: "Anyone on a contract mobile phone is holstering a serious money-saving weapon, and that's loyalty."

"When nearing the end of the contract, ask for the very best deal possible – not just on your network, but any out there."

"If the person at the other end won't budge, tell them 'give me a better package or I'll leave' and you'll be put through to the disconnections department, which internally is called 'customer retentions' and has massively more discretion to offer better packages to keep you."

"If they don't give you what you want then

you need to shift networks to a better deal."

There are many other ways to save money on mobile telephones, such as considering whether it is really worth insuring your handset given that you could probably afford to buy a new one when you add up all the monthly charges.

People looking to save money should also cut down on the obvious unnecessary expenses associated with downloading music tracks, ringtones and wallpapers that can sometimes cost up to £3.50 a time.

There are also ways in which you can make money from your mobile telephone, such as recycling one that you no longer use.

The Carphone Warehouse gives up to £20 off a new handset if you trade in your old one.

Persuading a friend to sign up to the same network as you can also earn you a tidy sum. 3Mobile, for instance, gives £30 to both parties if you recommend a friend and they sign a contract.

That figure rises to £45 each if you sign up for mobile broadband.

But perhaps the simplest piece of advice is to consider what it is you really need from your telephone.

If you can live without a satellite navigation system, a powerful camera and other non-call or text-related add-ons, chances are your handset will cost you a lot less.

To see this clip, search 'business'

@ yourkenttv.co.uk



We look at the pros and cons of setting up a small business in 2009 and ask if now is the right time to go it alone

Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering a free memory foam pillow with any memory foam divan or mattress

■ Lindsay's Driver Training in Hythe is offering for you to train to be a driving instructor with £50 off a part 1 study pack

■ Nasons in Canterbury is offering 10 per cent off tiles

■ Pomphreys in Sittingbourne is offering half price MOT with every service

■ The Pavilion in Broadstairs is offering a buy two get one free breakfast from 9.30-11.30am, on Saturday and Sunday

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Crunch can make your will out of date

THE CREDIT crisis has made thousands of wills across Kent out of date and in need of rewriting, experts have warned.

The Law Society, which represents solicitors in England and Wales, said the economic slowdown that has seen home values plummeting and other investment struggling meant that many assets in a person's will had lost their value.

Paul Marsh, president of the society, said: "Those wanting to leave friends and family in a secure position after they pass away might find that what they have left in their will has considerably less value than when their solicitor wrote it."

Tax planning

"With homes losing value, people may need to look again at their wills – especially if they have included tax planning provisions which are no longer appropriate."

"The same goes for shares and other assets. The value of the assets in a person's will might have fallen significantly since it was drafted and so the will may need to be rewritten."

The Government charges inheritance tax on assets left in wills, which is affected by how much is left and to whom.

Mr Marsh said: "It is essential that anyone with a will who has not looked to update it recently goes to their solicitor to review it and, if needs be, change it to reflect their current financial situation."

"A solicitor is best placed to advise on any necessary amendments, as well as provide guidance on tax planning."

"Reducing the tax burden on the assets you wish to leave in your will has an even more relevant benefit for your family and friends in the current economic climate."

"If you do not have a will, now would be a good time to write one or risk leaving friends, families or other intended recipients of your assets with nothing."

If you are feeling the pinch due to the economic downturn, Citizens Advice Bureaus can offer advice on creating and maintaining wills.

Money left to husbands, wives or civil partners count as an 'exempt beneficiary' and there usually won't be any inheritance tax to pay.

Up to £312,000 can be left to anyone tax free and anything above that it is taxable at 40 per cent.

Inheritance tax does not have to be paid on assets or money left to a registered UK charity.

The Law Society urged everyone to ensure their wills were up to date.

And the Solicitors Journal reported last week that the effects of the economic downturn were already being felt at HM Revenue and Customs in Nottingham after the revenue reported receiving a lot of claims for loss on sale of shares.

For more information and advice on writing wills go to www.direct.gov.uk or www.lawsociety.org.uk.



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Triple-whammy drives motorists to think meaner, leaner and greener

IT NORMALLY takes five to seven years to bring a new car to the market, so hard-pressed carmakers deserve credit for so much choice in a market made suddenly harder.

They and their buyers faced a triple-whammy last year: the recognition of global warming, a need to be seen to be greener and now a belt-tightening recession of global proportions.

The Government has also attempted to drive people into smaller and cleaner cars through new road tax bandings ranging from zero to £400/year and set to become tougher.

By 2010, gas guzzling limos or 4x4s face £950 road tax in the first year, although anyone spending £50,000-100,000 on a car is unlikely to be put off by such a paltry sum.

For those who want to reduce their motoring costs and emissions footprint though, 2009 opened with plenty of options.

The headline grabber is Toyota's all-new IQ baby car. Seating three adults and a child within a bodysell barely longer than a two-seat Smart city car is no mean feat by the

By **STEVE LOADER**

world's No1 carmaker. It entailed clever downsizing of traditional components and yet the IQ has looks and equipment to become a cult car.

Talking of which, Fiat has not done so badly with its retro-styled 500 city car – in its junior form it offers affordable road presence as well as great economy.

Most carmakers are also falling over themselves to come up with 'eco-branding' for the most miserly and low-emission versions of top sellers; German car marques have a strange



TOYOTA IQ: Proper car in small package

urge to describe their greenest offerings as 'blue' hence the BlueMotion series from VW and rather less snappily labelled BlueEfficiency models from Mercedes-Benz.

In their usual bid to be different from each other, Vauxhall and Ford have each come up with something similar: the greenest Vauxhalls are ecoFLEX, while Ford counterparts are ECOlogic.

The duo's newest standard bearers are the Vauxhall Insignia ecoFLEX family/company car sector model and Ford's impressive road tax-exempt Fiesta ECOlogic.

Such 'eco-specials' can achieve improved fuel consumption, emissions and road tax bills with a mix of enhanced aerodynamics, revised engine management and gearbox ratios and lower rolling resistance tyres.

However, they don't come cheap, so weigh potential long-term savings against the greater upfront cost – if you don't cover the miles, then conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps need to be compared with new and more powerful small petrol models available such as VW's new turbocharged 1.4-litre variants.

On the wider issue of alternative fuels see our Fuel For Thought feature later in this section.



VAUXHALL: Has adopted ecoFlex branding for the greenest versions of its model line-up

Essential guide to where you can save

■ Lindsay's Driver Training in Hythe is offering ADI Training course – £30 off two hour session

■ Lordwood Leisure Centre in Chatham is offering free function hire

■ Pomphreys Motors in Bapchild and Sittingbourne is offering half-price MOT with every service

■ Simply Sofas & Beds in Strood is offering 10 per cent off beds and divans

■ Living Out, Log Cabins in Maidstone offers free installation on all standard range of cabins

■ Aylesford Self Storage in Aylesford is offering a free man and a van for clients renting storage for longer than three months

■ Baileys Nissan in Canterbury is offering 15 per cent off MOTs

■ Dee's Bistro in Sandwich is offering 25 per cent off your bill on Wednesday and Thursday evenings includes drinks and "WOW" during January, February and March 2009. Meal is from the regular menu

■ Home Plus in Ashford/Chatham is offering free bedding set with any bed or mattress

■ FG Barnes in Maidstone is offering free Diamondbrite paint and trim protection with all used cars

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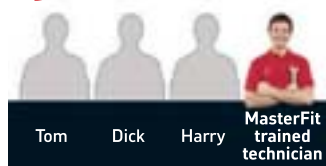
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Smart driving saves money

SWAPPING your car for something more economical, road-tax friendly and cheaper to insure is an obvious way to tighten your motoring belt, but we can all save money with smarter driving.

Try to avoid short journeys for a start; a cold engine can produce 60 per cent more pollution than a warm one and a car that leads a life of short journeys needs more servicing and the engine will wear more quickly.

Traffic on our roads contributes 26 per cent of the UK's total carbon dioxide emissions (CO2) but, having decided your journey must be by car, check these tips from the IAM (Institute of Advanced Motorists) and RAC Foundation motoring watchdogs:

- Plan your route – forethought can save wear and tear on the car and the driver. Try to take the most direct route – a sat nav can help – and go off peak if possible. If you have to commute by car, think about car sharing, 'Park and Ride' schemes or public transport.

- Have your vehicle serviced regularly to maintain efficiency and economy. Under-serviced engines can reduce fuel economy by 10 per cent or more. Catalytic converters are environmentally friendly, but only when properly maintained.

- Check tyres – under-inflated tyres need replacing more often (itself an environmental problem), are dangerous and waste fuel. Anybody who has cycled on 'flabby' tyres knows what extra effort is involved, so check pressures weekly.

- Obey speed limits to save money and keep you on the right side of the law. Try to 'feather' the throttle as you reach cruising speed; 56mph uses 25 per cent less fuel than 70mph and a smoother driving style can bring significant fuel saving.

However, never coast in neutral or with clutch pedal depressed to save fuel; vehicle control must not be compromised.

By **STEVE LOADER**

- Accelerate briskly without racing the engine – pulling away too fast uses up to 60 per cent more fuel. Use the gearbox efficiently as changing gear at modest engine speeds can cut fuel consumption by up to 15 per cent.

- Reduce drag – remove roof racks and carriers when not in use. Driving with windows open also mars aerodynamics and lowers fuel economy. Remove unnecessary and heavy boot luggage and avoid heavy accessories and wide tyres that add rolling resistance. Air conditioning lowers fuel economy so use the fan and vents unassisted as much as possible.

- Buy green fuel and use less. Find out if you can buy low sulphur diesel (City diesel) or cleaner petrol (low sulphur/aromatics) locally. Consider a conversion to LPG (liquid petroleum gas), which is half the price of petrol, generates almost as much power and emits much less CO2.

- Use 'accelerator sense'. Do you go straight from accelerator to the brake? You save fuel if you plan ahead and, rather than have to brake as you hit traffic, gently let the speed of the vehicle bring you to a halt as you join a queue. There is no point in rushing and then having to brake suddenly.

- Reverse in when you park. When you start off again, the engine is cold and inefficient. If you can drive away smoothly without having to reverse, you save fuel and have better visibility.

- Be a tank miser. Why fill the tank to the brim and carry more weight than is necessary?

- If you are stuck in a jam then you are doing zero mpg – turn off the engine after two minutes to save fuel and emissions.

For more eco driving tips see Julie Maddocks' online video report at www.yourkenttv.co.uk/community.



ECONOMY: Review your driving techniques to save money all round (top) and (below) keep on top of tyre pressures to save fuel and wear and tear



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By **STEVE LOADER**

MORE than ever, UK drivers are asked to think about what is cheap-est and best to run their car on.

Diesel has become first choice, accounting for more than half of all new car sales, but can it continue?

Part of diesel's appeal was cheapness, greater mpg and the ability of the engines to deliver low-down pulling power and meet tighter emissions legislation.

However, the fuel now commands an increasing premium against petrol and there are questions about whether the fuel can continue to meet ever-tighter emission laws.

In addition, petrol has fought back with smaller, lighter and cleaner engines with turbocharging and even supercharging for extra flexibility, but there are other power source candidates emerging to save money and the planet:

Hybrid

Toyota is readying the third generation of its ground-breaking Prius hybrid and Honda plans the launch of a new Insight family hatchback priced to attack the likes of the Ford Focus. Both hybrids use petrol engines in tandem with electric units.

But two powerplants and power supplies – fuel tank plus batteries – mean more weight, while complexity of production questions profitability. If you're considering a hybrid you need to be covering many miles to justify extra upfront cost and bear in mind motorway mpg is hardly better than a standard car.

LPG

Liquefied petroleum gas (LPG) looks like an excellent alternative fuel due to lower fuel duty and emissions, cheaper car tax and grants towards the higher cost of buying new or converting older vehicles to run on LPG.

There is also a plentiful UK LPG supply as a spin-off from natural gas and refinery production of other fuels.

Fuel for thought

There are many more LPG filling points across the country too – Kent now has some 40 LPG sites – and Proton recently launched a petrol and LPG version of its GEN-2 family hatchback for the same price as the petrol-only model (£10,765).

LPG costs about half that of petrol and diesel at the pump, emits about 20 per cent less CO₂ than petrol and slightly less than diesel and fewer nitrogen oxides and particulates than diesel. However, the calorific value and mpg is slightly lower than for petrol and it will cost at least £1,500 to convert an existing vehicle via an approved LPG Association operator.

Electric

Electric-powered vehicles should be cheap to run, but battery technology is not yet advanced enough to guarantee ranges to satisfy would-be owners. There is the obvious worry too that the car's emissions are being transferred from the exhaust pipe to the chimney of a power station burning fossil fuel.

Biofuels

Biofuels derived partly from vegetable matter appeal since plants absorb CO₂ during growth and simply release it again when burned – a virtuous circle. Fuels derived with an element of plant matter divide broadly into biodiesel and the petrol alternative bioethanol, and most road fuels sold in the UK will contain at least five per cent biofuel by next year, anyway. Some specialist vehicles are available that can run on higher 'bio' concentrations, but there is concern that turning over arable land or forest to grow 'biofuel' plants will strain the world's food supplies.

Hydrogen

Use of this abundant gas to power electrically-driven cars – Honda already has an extensive trial running in California – looks like the future. Hydrogen cars are zero emission, but it is proving hard to establish the cost and possible emissions side-effects of producing the hydrogen fuel.



Peugeot's smooth diesel models have done much to persuade UK drivers to switch from petrol and this Peugeot 308 HYbrid 2 concept shows how the French marque is also looking at a diesel-electric combination for the future

Essential guide to where you can save

■ Spand Motors in Hythe is offering 10 per cent off MOTs when pre-booked

■ Simply Sofas & Beds in Strood is offering 10 per cent off sofas

■ Dartford Portable buildings in Dartford is offering up to 15 per cent off timber buildings. Finance options available on Crompton garages

■ Living Out, Log Cabins in Chestfield and Maidstone is offering 10 per cent off

■ County Garage in Herne Bay is offering a free protection pack worth up to £400. Free full tank of fuel, free Gard X Paint and interior protection, free front and rear mats

■ Aylesford Self Storage in Aylesford is offering free used boxes for all storage customers

■ Home Plus Furniture in Ashford/Chatham is offering £75 off when you spend over £500

■ FG Barnes in Maidstone is offering a free MOT for period of ownership when done with a service

■ Orchard Spot in Maidstone is offering 10 per cent off a wedding package. Must be booked on February 15 at wedding fayre

■ KOS is offering Five Global knives set, scissors and block, £199.99, save £150 off RRP

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Red-stone drop-necklaces and a tear-drop choke, both £6, will also help add a bit of glamour. To see the range, visit www.bonmarche.co.uk, or visit the store in Sandgate Road, Folkestone.

By George, these work clothes are very cheap

GO back to work with the latest office togs from George at Asda.

For women, the City Suit jacket will set you back just £11.74.

The garment is fully lined with stitch detail and back vent and is a Lycra blend for a fabulous fit and comfort. Pair it with bootcut trousers from the same line, from £7.83.

Head down to Asda in Bouverie Place, Folkestone, or visit the Asda Direct website.

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NEW year, new shoes could be your motto if you hot-foot it down to Clarks at Westwood Cross.

Quality footwear is on sale, with discounts of 70 per cent on some lines.

Stars of the show include a pair of men's Day Link black leather lace-ups for £26.42, down from £54.99. For women, a highlight of the extensive sale are the Karaoke Song boots, at £19.56.

See www.clarks.co.uk, or visit the shop in Sandgate Road, Folkestone.

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See www.superdrug.co.uk, or visit the store in Sandgate Road, Folkestone.

Supermarket invites you to bag some books

PICK up something good to read next time you're shopping at Tesco.

Paperback books of the week are going for up to 44 per cent of their usual retail price, including the likes of Harlan Coben's Hold Tight and The Cradle Snatcher by Tess Simpson for only £3.86.

Dean Koonitz's Your Heart Belongs To Me is in hardback for £10, saving £7.99.

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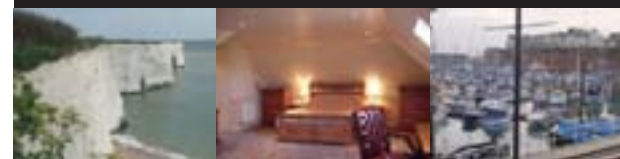
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Two friends have dreamed of their fairytale wedding since they were ten. Now their weddings have been double-booked and each must go the extra mile to stop her 'best' friend's special day.

Director chooses life for film number seven

■ BY SHEREEN LOW

DANNY Boyle likes a challenge.

That's why the English filmmaker, who has seven films to his name, embraced the chaos of India for his latest movie.

The Bollywood-inspired Slumdog Millionaire has already won many awards, including four Golden Globes and is bound for potential Oscar honours.

Shot in Mumbai and starring Skins star Dev Patel, the film centres around Jamal Malik, a street kid who finds himself facing the all-important question when he appears on the game show Who Wants To Be A Millionaire?

In terms of subject matter, it couldn't be further away from his last film, the space adventure Sunshine.

"It certainly felt like a chance to do something so different and there isn't a bigger contrast from outer space than Mumbai," says 52-year-old Danny. "I loved that change because Sunshine took too long and it was too isolated an experience making it, you're cut off from people really. It's so meticulous to detail."

"You can't worry about that in India. You have to go with it, you can't control things. Space movies are all about control and directing, but in India, you can't. You'd just waste your budget trying to control anything."

Always eager to adapt, the Lancashire-born director welcomed the challenges and changes working in India brought.

"I loved it. If you go with the right attitude, it's an incredible experience," he says. "It changes you forever. You're just learning the whole time. I find it an extraordinary place."

"All life is there in all its beauty and ugliness. There are such extremes – of wealth, poverty, happiness, sadness, horror, extraordinary redemptive things – and they don't sepa-



ON LOCATION: Danny Boyle went from Space to India

rate them. As a place to drive a story through, it's fantastic. For me directing it, it's amazing – the energy of the place, the potential.

"I'm a complete devotee of it now. I could easily make another film there, I'd love to go back. It has enormous heart, you know."

Danny loved the country so much he decided to incorporate a Bollywood-style dance sequence into the film.

"It was genuine," he says. "If you're there for a lot of time, you just have to dance. It's just natural. It would have been wrong not to do that. It's like making a film about America

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without showing a motorcar."

Despite making numerous films since, Danny is still closely associated with his second movie, Trainspotting. The 1996 film became a cult classic and rumours have been circulating ever since about a potential sequel.

He admits he would love to get involved with the project if it ever took off.

The idea is to use the same actors playing the same parts but they've hit middle age, literally," he says. "The problem is they [the original cast] don't look middle-aged yet."

"They look pretty much the same still, and you think, 'how long are they going to stay looking like that?' because at some point, age is going to go 'boof', and when it does, we'll be there waiting for it."

SLUMDOG MILLIONAIRE

Certificate 15



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PROPERTY NEWS

Don't bank on a year of decline

UNCERTAINTY could yet deliver good news to the housing market and not just doom and gloom, one of the UK's top money experts has said.

While the general mood is the housing market will continue to decline over the coming months, chief economist of Britain's largest building society, Nationwide, says we should assume nothing just yet, but wait to see how the economy unfolds.

Fionnuala Earley, has suggested how, despite the recession seen in the final quarter of 2008, the economy may benefit from the built-up demand of first-time buyers who will invest when the markets begin to recover.

She said: "In these turbulent times the uncertainties around all forecasts are greater than usual.

"If the economy goes into a deeper recession we should expect to see a slower recovery in the cycle.

"However, if the economy recovers more swiftly, we may expect a faster turnaround in the housing market.

"Three main factors have been behind the sharp fall in prices: credit conditions, expectations and affordability."

"Conditions remain volatile going into 2009 making it more difficult than usual to arrive at a specific forecast for house prices. In these unsettled times a forecast subject to frequent change could itself add to greater uncertainty."

Policy plans for Brits living abroad

HOLIDAY home insurance specialist Intasure has introduced a new policy for people who have their main homes in Britain but are abroad for much of the year.

The company, which provides policy documents in English and operates a UK-based English-speaking support team, also provides cover for holiday homes across European countries and further afield, such as Thailand and the United Arab Emirates.

The firm says its policies are designed around the needs of property owners and can include locally tailored cover.

The new policy for UK-domiciled holiday home owners is being promoted by insurance company JML, which points out that increasing numbers of British second home owners are retired and can therefore spend long periods away from their main residences.



Trading up offers silver lining in cloudy market

■ BY NICK AMES

THE fall in house prices has brought some good news for people looking to climb up the property ladder.

And it comes as a result of tumbling house prices reducing the gap between one and two-bedroom homes.

One-bedroom houses have fallen in value by eight per cent in a year, while two-bedroom houses have seen almost 12 per cent slashed from their value.

The difference in price between a one and two-bedroom home is now £31,000 on average – that's the lowest in five years. Just 12 months ago it was £41,000.

Now estate agents are hoping more people will chose now to sell their home to first-time buyers and move up, helping free the market and benefit sellers across all price ranges.

With interest rates at their lowest level ever, that additional £30,000 on the mortgage could cost as little as £120 a month extra.

One analyst said for many people it means affordability they may not have realised amid all the economic gloom.

The value of two-bedroom homes had fallen the most, losing 11.92 per cent during 2008, compared with a drop of eight per cent for one-bedroom homes.

Three-bedroom house prices have fallen too, by an average of 11.89 per cent. But it is still cheaper than a year ago to trade up from two to three bedrooms.

It costs £58,436 on average – 12 months ago it was £66,264.

Slowdown

One estate agent said: "These are tough times and house prices have fallen. But if people can afford to sell their house for less, they will be able to buy a better home for less as well."

But when you get into four-bedroom territory it is now more expensive to bridge the average price gap between a three- and four-bedroom house.

The average cost of a four-bedroom home has fallen from £390,343 to £370,276 during the last year, but because the price of three-bedroom homes has fallen faster, the cost of trading up has increased from £141,733 in 2007 to £151,235.

Nicholas Leeming, director of propertyfinder.com, said: "The real catalyst for house price falls has been a lack of mortgage availability, particularly for less credit-worthy borrowers.

"This means the bottom end of the market has been more impacted by the slowdown and prices there have fallen more rapidly.

"People higher up the ladder will naturally find it easier to gain access to finance in order to move, but because of this the price of four-bed properties has only fallen five per cent compared with around 12 per cent for two and three beds, so the financial gap has actually widened."



SIGN OF THE TIMES: But house price falls and low interest rates have brought larger homes within reach

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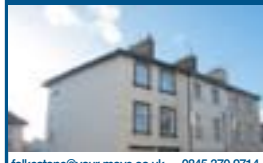
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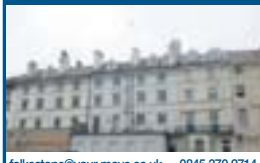
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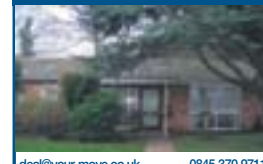
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OIEO £100,000

One bedroom first floor retirement flat with resident House Manager.

DOVER



£119,995

Three bedroom semi detached family home with double glazing, gas central heating and garden. No chain.

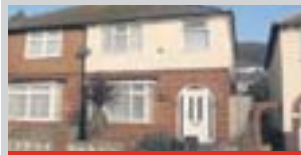
DOVER



£139,995

3 bedrooms semi detached house with two reception rooms and downstairs cloakroom, DG, gas central heating.

ELMS VALE



£150,000

Three bedroom semi detached house in Elms Vale with double glazing, gas central heating and gardens.

MAXTON



OIEO £155,000

3 bedroom detached house in Maxton with double glazing, gas central heating and garden. Viewing recommended.

ST MARGARETS AT CLIFFE



OIEO £180,000

3 bedroom semi detached house, 3 receptions, utility, DG, gas central heating gardens garage, driveway.

DEAL



£189,995

Three bedroom terrace house with gas central heating, cloakroom, garage, off road parking and garden.

RINGWOULD



£195,000

Four bedroom extended detached house with two reception rooms, study and master en suite. Rural location.

SHEPHERDSWELL



OIEO £199,995

3 bedroom EOT house in village location, 2 receptions, double glazing, gas central heating, garden, ORP.

SHEPHERDSWELL



£229,995

Three bedroom detached bungalow in village location with conservatory, two garages. No chain.

DOVER



£249,995

Substantial four bedroom terrace home with three receptions in Castle Ward district. Viewing highly recommended.

RINGWOULD



OIEO £300,000

Recently redecorated throughout this four bedroom detached cottage in rural location offered for sale with no chain.

Folkestone 01303 259211

folkestone@bairstoweves.co.uk

FOLKESTONE



£37,500

1st floor studio apartment comprises: entrance hall, bathroom/WC, studio room with kitchenette. Security entry phone.

FOLKESTONE



OIEO £80,000

Period cottage, to the East of town centre, no chain. Living room, newly fitted kitchen, bedroom and bathroom/WC.

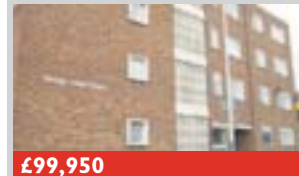
HAWKINGE



£90,000

Modern style mews house comprising: entrance hall, bathroom/WC, lounge, kitchen and bedroom. Double glazed.

FOLKESTONE



£99,950

1st floor flat, no chain, easy walking distance of the harbour, lounge/diner, kitchen/breakfast room, 3 bedrooms.

PUBLIC NOTICE

Bairstow Eves are now in receipt of an offer for the sum of £96,000 for 118 Cheriton High Street, Cheriton, Folkestone, CT19 4HH. Anyone wishing to place an offer on the property should contact Bairstow Eves, 131a Sandgate Road, Folkestone, CT20 2BL telephone: 01303 259211 prior to exchange of contracts.

FOLKESTONE



£105,000

GF flat, lounge, bedroom, fitted kitchen and bathroom/WC. GCH, some original features, garage en bloc, security entry phone.

FOLKESTONE



£105,000

Maisonette comprising: entrance hall, lounge, fitted kitchen/diner, GCH, bathroom/WC, 3 bedrooms. No chain.

FOLKESTONE



£109,995

Older style terrace house, lounge/diner, kitchen, 2 bedrooms, bathroom/WC. GCH, courtyard and no chain.

FOLKESTONE



£117,000

GF flat, entrance hall, 2 bedrooms, lounge opening onto feature roof terrace, fitted kitchen and bathroom/WC, GCH, DG.

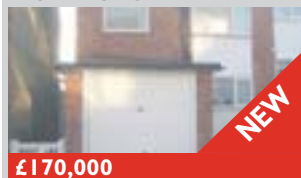
FOLKESTONE



£129,995

Mid terrace house, lounge, dining room, kitchen, two bedrooms and bathroom/WC. New bathroom suite.

FOLKESTONE



£170,000

3 bedroom semi-detached house, cul-de-sac, sea views, GCH, DG, integral single garage, ORP, gardens.

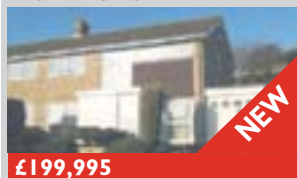
LYMPNE



£189,995

2 bedroom detached bungalow, no chain, drive to side for two vehicles, garage, GCH, double glazed, gardens.

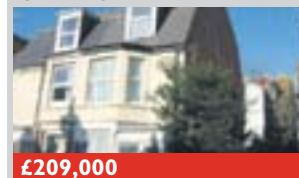
FOLKESTONE



£199,995

Semi-detached house. Fitted kitchen, modern bathroom, extended garage/utility and landscaped gardens.

SANDGATE



£209,000

EOT house, no chain, lounge, dining room, kitchen, four bedrooms and bathroom/WC, GCH, Enclosed courtyard.

CAPEL-LE-FERNE



£225,000

1930's detached house, backs onto open farmland, cloakroom, lounge, breakfast room, kitchen, 2 bedrooms, no chain.

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- Four Bedrooms
- Lovely & Modern
- Pretty Garden



ALKHAM

£295,000

DOVER OFFICE

BDP02866

- Period Detached
- Beautiful home
- Stunning rural views



GUSTON

£134,500

DOVER OFFICE

BDP02786

- Charming 1 bed Cottage
- No Chain, Keys ready!
- Rear Garden



DOVER

£84,995

DOVER OFFICE

BDP02819

- One Bedroom
- Ground Floor with Parking
- No Chain



DOVER

£108,995

DOVER OFFICE

BDP02813

- Contemporary home
- 2 double bedrooms
- Semi Detached



DOVER

£125,000

DOVER OFFICE

BDP02919

- 2 Bed End of Terrace
- Central Location
- NO CHAIN



RIVER

£159,000

DOVER OFFICE

BDP02749

- 2 bed deluxe apartment
- Over two floors
- Roof terrace - no chain



SHEPHERDSWELL

£199,995

DOVER OFFICE

BDP02669

- 3 Bed Modern Home
- 2 Reception Rooms
- No Forward Chain



DOVER

£95,000

DOVER OFFICE

BDP02823

- Charming Home
- Two beds
- Needs to be seen!



DOVER

£109,995

DOVER OFFICE

BDP02893

- Stunning Mid Terrace
- Two bedrooms
- Heart of Dover



WHITFIELD

£129,995

DOVER OFFICE

BDP02897

- 2 Bed Terrace
- Off Street Parking
- Garage



DOVER

£174,995

DOVER OFFICE

BDP02860

- Period masterpiece
- 3 bedrooms
- * Original features



SHEPHERDSWELL

£230,000

DOVER OFFICE

BDP02781

- 4 Double Bedrooms
- OSP & Garage
- No Forward Chain



DOVER

£105,000

DOVER OFFICE

BDP02905

- 3 bed apartment
- Luxury fittings
- No Chain



DOVER

£119,995

DOVER OFFICE

BDP02876

- Three bedrooms
- No Chain
- Large Gardens



RIVER

£149,995

DOVER OFFICE

BDP02514

- Period Terrace
- Three bedrooms
- RIVER!



TEMPLE EWELL

£180,000

DOVER OFFICE

BDP02898

- 3 Bed Semi Detached
- Off Street Parking
- Semi Rural Location



DOVER

£335,000

DOVER OFFICE

BDP02870

- Huge Semi detached
- 5 bedrooms & 4 bathrooms
- Desirable location

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MOTORS NEWS



French coupé chic

RENAULT dealers have the French marque's new halo model in stock – the sleek and sporty Laguna Coupé.

Gary Obee of Motorline Ashford said: "For what is such a strikingly beautiful and well equipped car, the price tag (from £20,995) is incredibly low and it comes with a host of equipment as standard."

The newcomer offers two versions of Renault's acclaimed 2.0 dCi diesel engine and two petrol engines (2.0 and 3.5 V6) all with six-speed transmission – a 3.0 V6 dCi is also promised soon.



Extra zero appeal

SUZUKI has extended its recession-busting zero per cent finance offer until March 31 and this includes the Swift supermini and new ultra-economical 1.0-litre version of the Splash mini-MPV.

The Japanese brand has also added a cool new option to the lively 1.6-litre Swift Sport – cool white pearl metallic paint – from £11,750.

In addition, there is a new website to stoke consumer interest in the latest Alto budget model due on March 1, with CO2 emissions of only 103 g/km and potential 62 mpg.



Strangled at birth?

PETROLHEAD rumour-mongers will have fun with this gorgeous VW roadster concept unveiled at the Auto Show in Detroit.

The German car giant insists that "Concept BlueSport is a design study with no immediate plans for production", but one wonders whether this decision was made before or after Porsche's recent takeover of the VW Group and its understandable concern about potential damage to Porsche Boxster sales.

The supercar brand already has a 'cuckoo' in the VW corporate nest – Audi's Porsche 911 rival, the R8.



CLASSY: The Fabia's Sport trim adds a few thousand to the price of your car, but it's money well spent when you consider savings in relation to other such cars

Sport's style peps up Fabia

ROAD TEST SKODA FABIA

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

standard Fabia's robust materials, ample stowage and – this time around – much 'sunnier' cabin.

It is all a far cry from the Soviet Bloc Skoda plastic-covered card trim of a few decades ago.

A decent size boot with thoughtful detachable stowage bin and two-position parcel shelf, also exhibits modern Skoda's usual thoughtful design.

There is no special chassis tuning to go with the Sport label – this is, no doubt, reserved for the vRS successor – but the basic Fabia set-up is suited to both staid and spirited driving.

Skoda has managed to pitch the ride quality well for the supermini class, yet the car grips and corners with great style.

I had mixed feelings about the flagship 105bhp 1.9TDI engine in our £13,155 test car though.

It is powerful and frugal – capable of averaging nearly 60mpg – but feels heavy and raucous except during motorway cruising, when its economy is best enjoyed.

Consequently, I think many customers should check out the cheaper 1.2 and 1.6-litre petrol and 1.4 diesel Fabia Sport alternatives.



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07 57 Seat Ibiza Reference 1.2 5dr



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07 57 Peugeot 207 S 1.4 VTi 5dr



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£4845*

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some of the fantastic deals
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Mazdas

	OUR PRICE	WAS NEW	YOU SAVE
08 Reg Mazda2 1.3 TS 5dr	£7,790	£8,763	£973
08 Reg Mazda3 1.4 S 5dr	£7,390	£11,568	£4,178
08 Reg Mazda3 2.0d Sport 5dr	£12,990	£16,624	£3,634
08 Reg Mazda5 2.0d Sport 5dr	£14,290	£16,624	£2,334
07 Reg Mazda6 2.0 TS2 [147] 5dr	£8,590	£17,930	£9,340
57 Reg Mazda CX-7 2.3T 5dr	£15,190	£24,448	£9,258
08 Reg Mazda MX-5 1.8i [Option Pack]	£11,849	£16,203	£4,354
08 Reg Mazda MX-5 2.0i [Option Pack]	£12,499	£17,181	£4,682

Peugeots

	OUR PRICE	WAS NEW	YOU SAVE
08 Reg Peugeot 207 1.4 VTi S [95] 5dr	£7,790	£12,013	£4,223
07 Reg Peugeot 207 1.6 VTi SE [120] 5dr	£8,490	£12,622	£4,132
08 Reg Peugeot 207 1.6 HDi 90 S 5dr	£9,990	£13,039	£3,049
08 Reg Peugeot 308 1.6 VTi Sport 5dr	£10,490	£15,390	£4,900
57 Reg Peugeot 308 1.6 HDi 110 Sport	£10,990	£17,445	£6,455
08 Reg Peugeot 308 1.6 HDi 110 SE 5dr	£12,490	£18,423	£5,933
08 Reg Peugeot 308 2.0 HDi GT 5dr	£13,590	£20,186	£6,596
57 Reg Peugeot 407 2.0 HDi 136 SE 5dr	£10,190	£18,455	£8,265

Renaults

	OUR PRICE	WAS NEW	YOU SAVE
58 Reg Renault Twingo 1.2 TCE GT 3dr	£6,999	£10,157	£3,158
07 Reg Renault Clio 1.4 16V Dynamique	£7,290	£10,437	£3,147
08 Reg Renault Clio 1.5 dCi Dynamique 3dr	£8,990	£12,201	£3,211
08 Reg Renault Grand Modus 1.6 5dr Auto	£8,090	£13,158	£5,068
08 Reg Renault Megane 2.0 Renaultsport 225	£12,890	£19,195	£6,305
08 Reg Renault Laguna 2.0 dCi Dynamique 5dr	£12,490	£17,229	£4,739
08 Reg Renault Laguna 2.0 dCi 180 GT 5dr	£14,290	£21,438	£7,148
58 Reg Renault Koleos 2.0 dCi Privilege 5dr	£20,390	£23,367	£2,977

Other Makes

	OUR PRICE	WAS NEW	YOU SAVE
07 Reg Citroen C3 1.6 HDi 16V Exclusive 5dr	£6,799	£13,032	£6,233
07 Reg Ford Fiesta 1.25 Style 3dr (Climate)	£5,999	£9,622	£3,623
57 Reg Ford Focus 1.6 Zetec 5dr (Climate) 5dr	£8,499	£15,045	£6,546
57 Reg Ford Mondeo 1.8 TDCi Edge 5dr	£9,750	£16,795	£7,045
57 Reg Vauxhall Astra 1.8i VVT Elite 5dr	£8,299	£17,015	£8,716
07 Reg Vauxhall Corsa 1.2i 16V Life 3dr	£6,599	£9,497	£2,898
07 Reg Vauxhall Vectra 1.8i VVT Exclusiv 5dr	£6,990	£14,897	£7,907
57 Reg Vauxhall Zafira 1.9 CDTi Design	£11,999	£21,705	£9,706



58 Reg Mazda
Mazda2 1.4D TS2 3dr

Was New £11213

Our Price **£9190**

Saving against new £2023



08 Reg Mazda
MX-5 2.0i Sport 2dr

Was New £18650

Our Price **£12999**

Saving against new £5651



08 Reg Peugeot
308 1.6 HDi 110 S 5dr

Was New £15794

Our Price **£10290**

Saving against new £5504



58 Reg Renault
Clio 1.2 TCE Expression 3dr

Was New £11495

Our Price **£7720**

Saving against new £3775



57 Reg Renault
Laguna 2.0 dCi 150 Dynamique Auto

Was New £19970

Our Price **£12690**

Saving against new £7280



07 Reg Vauxhall
Vectra 1.8i VVT Llife 5dr

Was New £16300

Our Price **£7299**

Saving against new £9001



08 Reg Mazda
Mazda3 2.0 Sport 4dr

Was New £16624

Our Price **£11990**

Saving against new £4634



08 Reg Peugeot
207 1.4 16v Sport 3dr

Was New £12160

Our Price **£7790**

Saving against new £4370



57 Reg Peugeot
4007 2.2 HDi GT 5dr

Was New £25864

Our Price **£16990**

Saving against new £8874



58 Reg Renault
Megane 1.6 VVT Dynamique 5dr

Was New £15967

Our Price **£9999**

Saving against new £5968



57 Reg Fiat
Grande Punto 1.2 Active 5dr

Was New £9050

Our Price **£5099**

Saving against new £3951



07 Reg Ford
C-Max 1.6 TDCi Zetec 110 5dr

Was New £17012

Our Price **£8999**

Saving against new £8013

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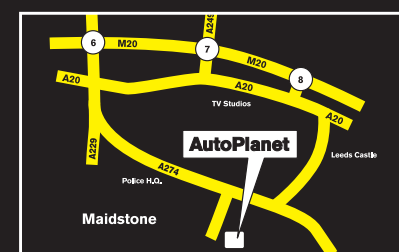
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02 52 Renault Clio 1.4 Expression Automatic only 28,000 miles.....**£3,995**

02 52 Peugeot 206 GLX 1.4 5 door in silver**£3,995**

01 51 Renault Clio 1.2 dynamique 3 door**£3,795**

99 (V) Mazda 323 fse 1.8 5dr hatchback, 2 owners, fmdsh, electric s/r, air con, e/w, edm, twin airbags, alloys, traction control, vgc**£2,795**

01 Y Ford Fiesta 1.3 Flight**£2,995**

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AUDI

TT, 1.8 2DR, 2002, trim: leather engine size: 1800 transmission: manual no. of doors: 2, green, 14000 miles, £14995, Palm Bay, Margate, 01843 298554 (TRADE)

TT, Quattro, 2003, trim: leather engine size: 1800 transmission: manual no. of doors: 2, silver, 41000 miles, £13995, Palm Bay, Margate, 01843 298554 (TRADE)

A6, SE 4dr 2.4 Man, g151nzt, remote central locking, cloth upholstery, head restraints, power steering, air bag, abs, colour coded body, metallic paintwork, cd player, radio, electric mirrors, 15" alloys, green, 13000 miles, £2999, Marshams, Maidstone, 01622 200 100 (TRADE)

CITROEN

BERLINGO 800, 02 2005, 1.9 d lx sold with rac warranty side door white elec window white 49.000 miles fsh bulkhead lined, £3350, Beaver Commercial, Ashford, 01233 634763 (TRADE)

BERLINGO LX, 08 03, 1.4 petrol/lpg white side door 22, 000 miles, £2295, Beaver Commercial, Ashford, 01233 634763 (TRADE)

C1, 1.0i Rhythm 5dr, 2006, 1.0i rhythm 5dr hatch, carlinite grey, 18362 miles, £5995, Masters Citroen, Penge, 0208 659 0909 (TRADE)

C2, 1.1i Cachet 3dr, 1.1i cachet 3dr hatch sp eds, poseidon blue, 1000 miles, £6995, Masters Citroen, Penge, 0208 659 0909 (TRADE)

C2, 1.1i Cachet 3dr, 2008, 1.1i cachet 3dr hatch sp eds, arctic steel, 5000 miles, £6695, Masters Citroen, Penge, 0208 659 0909 (TRADE)

C2, 1.4i Cool 3dr, 2007, 1.4i cool 3dr hatch sp eds, poseidon blue, 7500 miles, £6595, Masters Citroen, Penge, 0208 659 0909 (TRADE)

FIAT

FIAT SCUDO, 09 2006, 2.0 jtd dynamic cd elec tric windows ply lined 23,000 miles fsh manufacturers warranty, £5995, Beaver Commercial, Ashford, 01233 634763 (TRADE)

FIAT SCUDO EL, 05 2000, 2.0 jtd 3 seats twin doors white 119,000 no vat, 0 miles, £2400, Beaver Commercial, Ashford, 01233 634763 (TRADE)

PUNTO, 1.2 Active 3dr, g155try, abs, air bag, twin air bags, electric front windows, rear wash/wipe, grey met, 37065 miles, £4299, AutoPlanet Maidstone, Maidstone, 0845 871 5185 (TRADE)

PUNTO, ELX 16V, 2000, met green, 0 miles, £2495, County Car Sales, Dover, 01304 242324 (TRADE)

PUNTO, active 1.2, 2003, silver, 45000 miles, £2995, County Car Sales, Dover, 01304 242324 (TRADE)

FORD

CONNCT t220, 12 2004, 1.8 tddi 75 ps swb white ply lined 80,000 miles fsh sold with rac warranty, £3550, Beaver Commercial, Ashford, 01233 634763 (TRADE)

FIESTA, 1.25 Style 3dr (Climate), fv56wao, abs, air bag, twin air bags, air conditioning, electric front windows, rear wash/wipe, electric mirrors, moon dust silver, 18386 miles, £5799, AutoPlanet Maidstone, Maidstone, 0845 871 5185 (TRADE)

FIESTA, Tdci, lc04gqx, twin air bags, abs, remote central locking, power steering, radio cassette, white, 25000 miles, £3195, Clearways Commercial, Sevenoaks, 01474 853034 (TRADE)

MONDEO, 1.8 TDCi ECOnetic 5dr (2008 -), 30/06/2008, cd player abs driver airbag power steering immobiliser electric windows, grey, 12610 miles, £14681, Invicta Motors, Canterbury, 0844 856 4494 (TRADE)

MONDEO, 1.8 TDCi ECOnetic 5dr (2008 -), 30/06/2008, cd player abs driver airbag power steering immobiliser electric windows, grey, 25000 miles, £15660, Invicta Motors, Canterbury, 0844 856 4494 (TRADE)

HONDA

ACCORD, 2.2 i-CTDi Sport with HFT, gd07aoe, locking wheel nuts, rolling code ecu engine immobiliser, central locking, rear electric windows, front seat sliding centre armrest, rear cupholders, external temperature gauge, remote keyless entry, organ accelerator pedal, passenger vanity mirror with lid in sunshade, stereo cd tuner with rds, tweeters, rear 12v power outlet, front seat belt pretensioners, externally visible vehicle identification number (vin), side screen integrated aerial, multi-function driver computer, front ventilated disc brakes, passenger seatback pocket, rear centre headrest and 3-point seatbelt, front foglights, alabaster silver metallic, 5980 miles, £13995.000, Barretts Honda, Canterbury, 0845 3709769 (TRADE)

JAGUAR

XJS, Xj-S 4.0 Sports, 1889qj, central locking, full leather, head restraints, power steering, air bag, metallic paintwork, electric windows, air conditioning, radio, 16" alloys, green, 90000 miles, £4699, Marshams, Maidstone, 01622 200 100 (TRADE)

JEEP

GRAND CHEROKEE, 1997, green, 180000 miles, £2995, County Car Sales, Dover, 01304 242324 (TRADE)

KIA

CEED, 1.6 LS CRDi SW Diesel, abs alarm alloy wheels central locking drivers airbag front electric windows immobiliser power steering body coloured bumper folding rear seats front fog lights roof rails, silver, 5600 miles, £11995, Masters Bromley Kia, Beckenham, 0208 662 6133 (TRADE)

MAGENTIS, Le 16v, eo54yon, anti-theft system, immobiliser, rear headrests, rear armrest, height adjustable seat, electric front windows, electric mirrors, electric windows, air conditioning, cd player, black, 25000 miles, £3995, Automatically Ray Morris (Bexleyheath), Bexleyheath, 01322 524 680 (TRADE)

RIO, Le+ 5dr, ex05xfz, central locking, immobiliser, remote central locking, air conditioning, cd player, alloy wheels, blue, 9000 miles, £3995, Automatically Ray Morris (Bexleyheath), Bexleyheath, 01322 524 680 (TRADE)

SPORTAGE, 2.0 CRDi Titan Diesel, 2008, phantom black, 2000 miles, £15995, Masters Bromley Kia, Beckenham, 0208 662 6133 (TRADE)

MAZDA

323, Gxi D 5dr, ow52hsl, central locking, immobiliser, cloth upholstery, head restraints, power steering, air bag, colour coded body, metallic paintwork, rear wash/wipe, electric windows, air conditioning, cd player, stereo, green, 94000 miles, £2999, Marshams, Maidstone, 01622 200 100 (TRADE)

5, TS2 D 2.0 110PS 5dr MPV, jan 2006 g155nyf, two previous keepers, power steering remote central locking, air conditioning, electric windows, full service history, radio/cd player, cd autochanger, twin/side/curtain airbags, alloy wheels, carbon grey metallic, 15, 000 miles, £12, 995, Hollis Motors, Dover, 01304 206710 (TRADE)

6S, 2005, blue metallic, 19299 miles, £4995, WJ King Vauxhall, Bromley, 020 8464 3456 (TRADE)

BONGO, mazda bono, miles, E, Courtenay Cars, Charing, Ashford, 01233 714848 (TRADE)

MAZDA3, 3 Ts 5dr, 4880314, anti-theft system, central locking, immobiliser, power steering, electric front windows, electric mirrors, air conditioning, cd player, blue, 7000 miles, £8995, Automatically Ray Morris (Welling), Welling, 0208 303 4030 (TRADE)

C220 CDI, Sport, 2008, tenorite grey metallic, 2500 miles, £27250, Mercedes-Benz of Maidstone, Maidstone, 0845 481 6487 (TRADE)

C220 CDI, SE, 2008, iridium silver metallic, 1000 miles, £26999, Mercedes-Benz of Maidstone, Maidstone, 0845 481 6487 (TRADE)

C220 CDI, SE Sports Evo Pack "SUPERB PRICE", 2006, iridium silver metallic, 19221 miles, £12999, Mercedes-Benz of Maidstone, Maidstone, 0845 481 6487 (TRADE)

C270 CDI, Elegance Auto, 2003, brilliant silver, 33150 miles, £9980, Mercedes-Benz of Maidstone, Maidstone, 0845 481 6487 (TRADE)

C320 CDI, Avantgarde, 2007, iridium silver metallic, 12467 miles, £15999, Mercedes-Benz of Maidstone, Maidstone, 0845 481 6487 (TRADE)

MINI

COOPER, 1.6 3dr, bf07ksv, abs, air bag, twin air bags, side air bags, alarm, electric front windows, cd player, rear wash/wipe, electric mirrors, alloy wheels, lightning blue met, 43479 miles, £10499, AutoPlanet Maidstone, Maidstone, 0845 871 5185 (TRADE)

COOPER, 3dr, gf05nxu, remote central locking, half leather, head restraints, power steering, abs, air bag, colour coded body, electric windows, electric mirrors, air conditioning, cd player, stereo, 17" alloys, black roof, chilli red, 46000 miles, £8699, Marshams, Maidstone, 01622 200 100 (TRADE)

COOPER, 2007, abs alarm body coloured bumpers drivers airbag electricdoor mirrors height adjustable rear seat immobiliser isofix child seat anchor points radio/cd rear wiper remote central locking service indicator side airbags steering wheel rake adjustment steering wheel reach adjustment, metallic silver, 5211 miles, £11795, WJ King Vauxhall, Bromley, 020 8464 3456 (TRADE)

COOPER S, 1.6 3 DR, 2002, trim: cloth engine size: 1600 transmission: manual no. of doors: 3, blue, 42000 miles, £3995, Palm Bay, Margate, 01843 298554 (TRADE)

MITSUBISHI

COLT, 1.1 C21, 2006, abs body coloured bumpers central locking drivers airbag folding rear seats front electric windows height adjustable drivers seat immobiliser power steering radio/cd remote central locking steering wheel rake adjustment trip computer, lunar silver, 3500 miles, £5995, Masters Group Mitsubishi Bromley, Beckenham, 0208 6587122 (TRADE)

COLT, 1.3 C22, 2006, abs air conditioning alloy wheels audio remote control body coloured bumpers central locking immobiliser passenger airbag power steering radio/cd steering wheel rake adjustment trip computer, lunar silver, 12000 miles, £5499, Masters Group Mitsubishi Bromley, Beckenham, 0208 6587122 (TRADE)

COLT, 1.5 Sport, 2004, black, miles, £5995, Masters Group Mitsubishi Bromley, Beckenham, 0208 6587122 (TRADE)

NISSAN

ALMERA, S 3dr, y709 sdo, central locking, rear wash/wipe, rear headrests, electric front windows, adjustable steering column, height adjustable seat, air conditioning, radio cassette, twin air bags, power steering, cloth upholstery, red, 45200 miles, £2495, Kings Highway Garage Ltd, Plumstead, 020 8855 4000 (TRADE)

ALMERA, SE 5dr Auto, aj05 jxu, rear wash/wipe, rear headrests, remote central locking, remote alarm, parking sensor, electric windows, electric mirrors, height adjustable seat, adjustable steering column, air conditioning, climate control, cd player, radio, twin air bags, abs, power steering, grey, 15600 miles, £4695, Kings Highway Garage Ltd, Plumstead, 020 8855 4000 (TRADE)

MICRA, Sve 3dr, ey55wnn, anti-theft system, central locking, immobiliser, remote central locking, cloth upholstery, head restraints, height adjustable seat, folding rear seats, rear headrests, rear wash/wipe, metallic paintwork, abs, multiple airbags, power steering, electric front windows, electric mirrors, air conditioning, cd player, 15" alloys, blue, 12000 miles, £5495, Automatically Ray Morris (Bexleyheath), Bexleyheath, 01322 524 680 (TRADE)

MICRA, SE 3dr, g155elw, folding rear seats, rear headrests, height adjustable seat, head restraints, cloth upholstery, anti-theft system, central locking, adjustable steering column, power steering, abs, multiple airbags, metallic paintwork, rear spoiler, rear wash/wipe, cd player, air conditioning, electric windows, 15" alloys, blue, 11000 miles, £5995, Automatically Ray Morris (Welling), Welling, 0208 303 4030 (TRADE)

PEUGEOT

106, independence, 2000, green with black, 43968 miles, £2195, County Car Sales, Dover, 01304 242324 (TRADE)

106, independence, 2001, met green, 28000 miles, £2495, County Car Sales, Dover, 01304 242324 (TRADE)

106, 1.1 XL Hatchback 3dr 1124cc, p1997, manual windows central locking radio/cassette manual mirrors, red, £2, 000 miles, £1795, Chertton Motor House, Folkestone, 01303 275795 (TRADE)

VAUXHALL

AGILA, 1199cc 5 door Enjoy, 2001, driver's airbag power steering history check immobiliser, green tea, 76350 miles, £2595, Pomphrey's of Sittingbourne, Sittingbourne, 01795 476222 (TRADE)

AGILA, Enjoy 1.3Twinport (47.1 mpg £120 RFL Ins grp 3), bg55yft, immobiliser, remote central locking, cloth upholstery, colour coded interior, height adjustable seat, power steering, abs,metallic paintwork, rear wash/wipe, roof rails, electric front windows, electric mirrors, radio cassette, metallic blue, 26000 miles, £3990, AR Cars, Kent, 01342 851122 (TRADE)

ASTRA, 2007, moonland, 16174 miles, £8695, WJ King Vauxhall, Dartford, 01322 227581 (TRADE)

ASTRA, 2007, star silver, 15587 miles, £8695, WJ King Vauxhall, Farnham, 01322 862366 (TRADE)

ASTRA, 2007, black sapphire, 16099 miles, £8695, WJ King Vauxhall, Woolwich, 020 8854 8161 (TRADE)

ASTRA, 2007, black sapphire, 15020 miles, £8695, WJ King Vauxhall, Swanley, 01322 662890 (TRADE)

ASTRA, 2007, peacock, 15862 miles, £8695, WJ King Vauxhall, Rochester, 01634 723723 (TRADE)

ASTRA, 2007, star silver, 15401 miles, £8695, WJ King Vauxhall, Gravesend, 01474 556556 (TRADE)

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Red, FSH, 1 Owner
30,000 Miles, £799
01234 567890

£7
Lineage
p/wk

Lineage
Approx. 20 words

FORD FOCUS LX 1.6
01/Y, 5dr, Hatchback,
Metallic Red, Full Service
History, 1 Owner, Power
Steering, Elec
Windows, ABS,
30,000 Miles,
01234 5678

£9.50
3x1 Box Ad
p/wk

3x1
Max. 25 words

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01/Y, 5dr, Hatchback, Metallic Red, Full Service
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Sunroof, 30,000 Miles. Tel 01234 567890

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6x2
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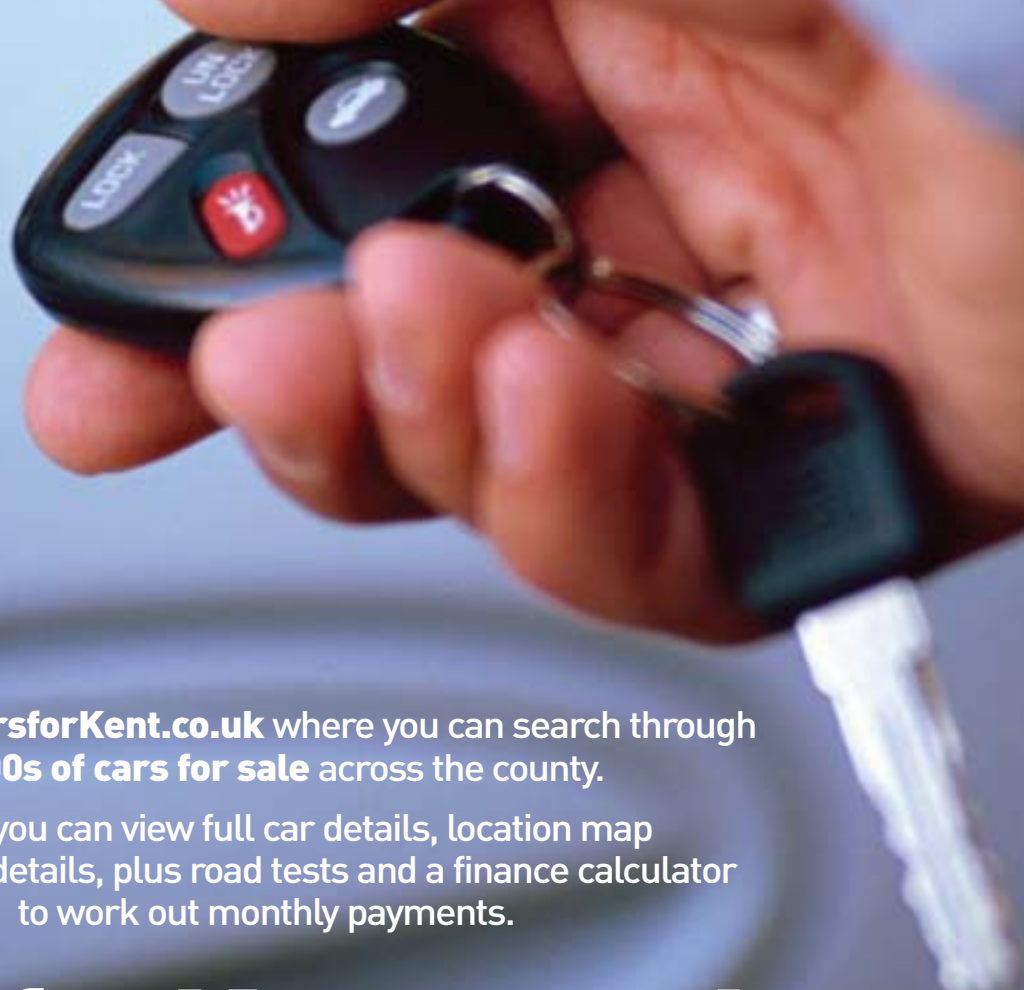
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- OTHER
- PRINT, PACKAGING, DISTRIBUTION
- PR, MEDIA, JOURNALISM
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Senior & General Appointments 63-67

Full-time bi-lingual (French/English) ADMINISTRATIVE ASSISTANT required for a small office in Ashford

Computer literate and attention to detail essential. Tasks include order processing, liaison with suppliers, translations, filing.

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Nursery Manager required for day to day running of
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Head of under 3's. Duties to include the day to day
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Kent Downs and Marshes has secured £2.25 million from LEADER, a
European Community Initiative to support sustainable rural development.

Programme Manager - LEADER

£35,370 - £40,705
Maidstone

Fixed-term contract until the end of June 2013

Managing the successful implementation of the programme
including overseeing the Local Development Strategy and managing
budgets with accountability for public funding, a key part of your
role will be building links with other rural regeneration programmes
and liaising with local organisations.

Your background could be in rural development or programme
management, but you have a good understanding of relevant
legislative frameworks. Used to operating across organisational
boundaries and within multi-agency partnerships, you will have strong
financial skills and experience of working with external funders. As
relationship-building will be vital, exemplary interpersonal and
communication skills are expected. Ref: ER/08/0155

Project Officer - LEADER

£22,825 - £26,159
Maidstone

Fixed-term contract until the end of June 2013

Using your experience of community or project development, you
will help to deliver this funding to local agriculture, forestry and
rural communities.

You will work with individuals, businesses, community groups and
other organisations to develop ideas into well-constructed projects
that address issues in the Local Development Strategy. Along with
appraising projects for funding, you will also facilitate networking
and skills acquisition to help deliver them.

You'll need a good knowledge of the land-based sector or rural
development issues, coupled with outstanding interpersonal and
communication skills and an excellent understanding of project
development and partnership working. Ref: ER/08/0157

To apply, visit www.kent.gov.uk/jobs Alternatively, please
email recruitment.line@kent.gov.uk or call 0845 8247 904.
Please quote relevant reference number.

Closing date for both posts: 23 January 2009.

Interviews will take place on the 11th February
for the Programme Manager, and 12th February
for the Project Officer.



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KCA (UK) is an expanding and vibrant organisation providing a wide range of
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EAST/WEST KENT AND MEDWAY

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shaping better lifestyles? It is a big challenge that will see you work closely with
medical staff as you deliver assessment and key worker support to people
accessing the substitute prescribing service.

Significant experience of working with individuals with drug related problems is
desirable, along with a qualification to diploma level in a relevant area –
nursing, counselling or social work for example. As for your future, there is the
opportunity to make a huge impact on people's lives and help grow our
services into the future working as part of a multi-disciplinary team. Ref: 544

Closing date: Friday 30 January 2009.

Interview date: Wednesday 18 February 2009 (To be held in Maidstone).

Office Assistant

£14,847 - £16,614 PRO RATA • 30 HOURS PER WEEK • THANET

You will be the first point of contact to all callers, visitors and Service Users at
KCA's Thanet office in Margate. Confident in handling enquiries about the
service whether by telephone, email, post or in person, you will ensure that
enquiries are dealt with promptly, efficiently and courteously.

Offering support to the Administrator, you will have top MS Office skills and a
'can do' approach. You will be able to communicate with a wide cross-section
of staff and external contacts in a highly professional manner. You need to be
able to prioritise, work to tight deadlines and respond appropriately to
referrals. Ref: 543.

If you would like to discuss this post further, please contact Sue Hamilton,
Service Manager KCA Thanet on 01843 298355 ex. 217 or Christine Gordon
Admin Lead on 01795 590795 ex. 2.

Closing date: Friday 23 January 2009.

Interview date: Thursday 5 February 2009 (TBC).

Application forms and job descriptions can be downloaded from
<http://www.kca.org.uk/pages/vacancies.html> or email
recruitment@kca.org.uk

Alternatively, you can write to KCA (UK), Dan House, 44 East Street, Faversham,
Kent ME13 8AT or call 01795 590635.

KCA (UK) is committed to the principles of equality of opportunity for all and welcomes
applications from people with experience of substance use or who have had previous problems
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Charity No: 292824

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If you have experience of cash handling or cash collecting coupled with a driving license this could well be an ideal job for you, company vehicle provided.

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To maintain and install all types of Amusement and gaming Equipment in the South East England area. Company vehicle supplied. Current driving license required.

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or telephone

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Business Support Kent has two key priorities: helping businesses grow and succeed and ensuring that the opportunity for entrepreneurial success is open to everyone within the county.

The successful and rapidly growing environmental team within Business Support Kent is looking to appoint an experienced project manager to deliver a major 3 year eco-innovation project across the South of England, Northern France and the Netherlands.

This is a unique opportunity to take real ownership for an ambitious project to influence sustainable design and its integration into business planning, products and services. It requires a highly motivated self starter; determined to develop effective and productive partnerships with value beyond the confines of the project and create real worth for participants.

To be successful in this post you will need to be detail orientated, highly organised, a strong influencer and passionate about the environment. With a strong commercial background you will ideally also have a track record managing complex projects and bringing new products/services to the market place.

The package will include a car allowance and pension contribution.

The company is an equal opportunities employer and all applications will be given equal consideration regardless of age, disability, ethnic or national origin, gender, race, religion or sexual orientation.

Interested? Please send your CV plus covering letter of application to Jane Loder at jane.loder@businesslinkkent.co.uk by 30 January 2009.

ENGLISH AND MATHS

10 STEPS TO SUCCESS - SATURDAY REVISION SCHOOL AT PENT VALLEY TECHNOLOGY COLLEGE

ENGLISH AND MATHS TUTORS

Start Date: Saturday 28th February - Saturday 16th May 2009 (excluding Easter break)
Hours: Saturday school 09.15 - 12.00 (including free breakfast with students)
Salary: £100 per session
Main aim: Saturday school is a new initiative to support students to achieve at least a grade C at GCSE in English and Maths.
Role: To motivate and enthuse small groups of year 11 students over 10 Saturday sessions.

Previous experience of working at this level essential.
A current Enhanced CRB Disclosure is required.

LEAD ENGLISH AND MATHS CO-ORDINATORS

Start Date: Saturday 28th February - Saturday 16th May 2009 (excluding Easter break)
Hours: Saturday school 09.00 - 13.00 (including free breakfast with students)
Salary: £150 per session
Main aim: Saturday school is a new initiative to support students to achieve at least a grade C at GCSE in English and Maths.
Role: To teach and to co-ordinate the programme and aim to motivate and enthuse small groups of year 11 students over 10 Saturday sessions.

Previous experience of working at this level essential.
A current Enhanced CRB Disclosure is required.

TEACHERS TO PRODUCE GCSE ENGLISH AND MATHS CURRICULUM REVISION PACKAGES

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For more information and an application form please contact:
Miss S Spratley, Pent Valley Technology College, Surrenden Road,
Folkestone, Kent, CT19 4ED.

Email: samantha.spratley@pent-valley.kent.sch.uk

Tel: 01303 277181 ext 2218 Fax: 01303 279342

Closing Date: Friday 6 February 2009

Interviews: Week Commencing 9 February 2009



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It will be an advantage to have a good background in copy writing, headlines and marketing skills as well as the ability to understand call-to-action and unique tagline messages. Knowledge of QuarkXPress, Photoshop, Illustrator or Indesign would also be an advantage.

All applicants should include an illustration/scamp of any advert from any local paper, illustrating how this advert could stand out or be portrayed in a way that talks more to its potential consumer than the original advert in the local paper.

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Salary depending on experience, post to commence as soon as possible

Closing date: 13 February 2009

Please contact the Personnel Department for an application form:

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Telephone : 01304 375212 Fax : 01304 380766

e-mail : admin@walmersciencocollege.co.uk

Headteacher : Simon Heaton BSc (Hons), NPOH

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A comprehensive induction programme will be offered.

The successful applicant will:-

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- have a commitment to providing a first class learning experience for all our students.

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Closing date: 9am on Friday, 23rd January 2009

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£35,685 to £41,031 (2009/10 Pay Award agreed) + Cash Alternative

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If you would like to join us, please contact Colin Paine, Engineering Manager on 01303 853379 for an informal discussion. Shepway District Council is a pro-active, forward thinking authority, with a strong commitment to its customers and staff.

For more details and an application pack, download at www.shepway.gov.uk, or email jobs@shepway.gov.uk alternatively call our 24 hour answerphone service on 01303 853481.

Closing date for completed applications is 6 February 2009.

Shepway District Council
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Folkestone, Kent CT20 2QY
Tel: 01303 853000
www.shepway.gov.uk

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Community Cohesion and Equalities Officer

£27,612 • 37 hours per week

Two year contract

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Swale is a growth area, part of which is in the Thames Gateway. Together with the physical growth, it is developing more diverse resident and migrant populations. This produces a set of challenges, some of which require long term planning and solutions and some which require immediate practical responses.

We are looking for a highly motivated person with a drive to get things done. Excellent project management and communication skills are important as you will need to bring together many different people across our organisation and community to effectively make improvements.

You need to be an equalities expert with a strong commitment to community cohesion and equality, be willing and able to stay informed and be aware of best practice in this field.

In addition to salary, we can offer you a generous annual leave allowance, paid bank holidays, Local Government final salary pension scheme and flexi time working for most posts.

If you would like to discuss this post further, please contact Peter Speakman on 01795 417251 or e-mail peterspeakman@swale.gov.uk

For further information contact Human Resources, Swale Borough Council, Swale House, East Street, Sittingbourne, Kent ME10 3HT. Telephone (01795) 417414 (24 hour voice mail) quoting ref: 206ED4.

E-Mail: hr@swale.gov.uk Website: <http://jobs.swale.gov.uk>

Closing date: 12 February 2009
Interviews: 27 February 2009

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TD13

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HMYOI Cookham Wood near Rochester has become a Male Juvenile Centre, accommodating 15-17 year olds, commissioned by the Youth Justice Board.

You will be required to work in Rochester and Cookham Wood and will be subject to CRB enhanced clearance.

GRADE 3 PLUMBER £19,851 RISING TO £21,074 PER ANNUM THE WEALD OF KENT RESETTLEMENT HMP BLANTYRE HOUSE & EAST SUTTON PARK

HMP Blantyre House is a semi open resettlement Prison with approximately 120 male prisoners. The Prison is situated in a rural location near Goudhurst.

HMP East Sutton Park first opened as a borstal in 1946. The prison is a Grade 2 listed country mansion house overlooking the Weald of Kent and is used to hold both adult and young offender women in open conditions.

You will be required to work in both Blantyre House and East Sutton Park.

For both positions, you will have gained a recognised apprenticeship and City & Guilds ordinary certificate or equivalent qualification and have proven relevant experience. A City & Guilds advanced certificate or equivalent qualifications, Corgi, Water Supply Regulations course and Water Treatments course would be desirable. You'll work 39 hours per week excluding meal breaks and be expected to work weekends on a rostered shift pattern.

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To apply for these posts please email kent-sussex-area-recruitment@hmprisons.gsi.gov.uk. Applicants will require an email address in order for applications to be sent to them.

The closing date for receipt of completed applications is 8 February 2009.

For further information about vacancies within HM Prison Service and about our Prison Establishments please visit www.hmprisonservice.gov.uk

Applicants will be required to declare whether they are a member of a group or organisation, which the Prison Service considers to be racist.

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BUSINESS BRIEFS

Proud to set standards on international stage

EDWARDS Harvey, a PR and marketing consultancy with clients across Kent, has achieved internationally recognised quality management and customer service standards for the fourth consecutive year.

The consultancy, which is celebrating its 30th anniversary, has been awarded ISO 9001:2000 accreditation for both quality management systems and customer satisfaction.

The Maidstone-based company has also been re-accredited to the OHSAS:18001 standard for health and safety management.

Managing director Pip Clarkson said: "We're proud of this achievement. By having systems and processes that meet international standards, Edwards Harvey is demonstrating its professionalism."

"We believe in doing things properly and our accreditation is the result of the hard work and dedication of our staff."

The firm is regularly listed in PR Week magazine's best-performing top 150 consultancies in the UK.

FSB backs blueprint to provide jobs bonanza

FEDERATION of Small Businesses Kent and Medway chairman Roger House has backed the organisation's blueprint for tackling rising unemployment with a plan it reckons could create 400,000 jobs.

The FSB's five-point plan identifies promoting part-time working; investing in apprenticeships; simplifying legislation; giving small businesses more opportunities to bid for public contracts; and cutting payroll taxes as the key to unlocking the challenge of unemployment.

Mr House said: "The plan is going to be crucial in creating and retaining jobs during what is going to be a challenging year."

"We are calling for the Government to help small businesses to continue to invest in recruitment and training so they can grow stronger and more competitive, creating quality jobs and doing their bit to pull the UK out of recession as quickly as possible."

The FSB has 7,000 members in Kent.

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Ideas fuelling the Kent Innovation Challenge 2009. Search 'innovation'.

Rule changes should provide the extra will-power you need

■ BY TONY PATEY

WHERE there's a will, there won't be any problems. So says Kent lawyer Nicola Rostron, who warns that if you're not bothered about making a legal will to cover your worldly goods, think again.

New rules coming into force on February 1 could have damaging effects on the loved ones who survive you, she says.

Ms Rostron, an associate and senior solicitor at Furley Page, which has offices in Canterbury, Chatham and Whitstable, said: "The financial hardship, not to mention fractured family relationships, that can result from the absence of a proper will should persuade people once and for all against dying intestate."

"They need to be aware of what happens to their estate on their death, particularly to some of their assets such as jointly-owned assets; pension pots and life assurance policies which may not necessarily pass as part of the estate and could need particular attention when drafting a will."

When someone dies without leaving a legal will their estate is distributed according to strict statutory rules.

Statutory legacies are paid to surviving spouses or civil partners, the amount received dependent on whether or not the deceased is survived by children, or their children; by parents; or by brothers and sisters, or their children.



DEADLY SERIOUS: Not having a legal will as new rules come into force is folly, says lawyer Nicola Rostron

From February 1 statutory legacies will increase as follows:

- Where the deceased is survived by a spouse/civil partner and children, the level is doubled – from £125,000 to £250,000.
- Where the deceased is survived by a spouse/civil partner and parents or siblings

but no children, the level is increased from £200,000 to £450,000.

If the value of the deceased's estate falls below these levels, it passes entirely to a surviving spouse/civil partner, but if it exceeds the new limits, the rules are as follows.

Where the deceased is survived by a spouse/civil partner and children:

- The surviving spouse/civil partner takes the personal chattels and the first £250,000 together with a life interest in half the remainder.
- The other half of the remainder passes to the children of the deceased equally (and is paid to them when they reach 18.)

The half held on life interest for the surviving spouse/civil partner is also divided equally between the children when the survivor later dies.

Where the deceased is survived by a spouse/civil partner and no children but parents or siblings:

- The surviving spouse/civil partner takes the personal chattels and the first £450,000 and half the remainder.
- The other half of the remainder passes to the parents of the deceased equally or, if they have died, to the siblings of the deceased (or their children) equally.

Where the deceased is survived by a spouse/civil partner and no children, parents or siblings the surviving spouse takes everything.

- Where only the children survive, they take everything equally but where there's no surviving spouse/civil partner or children there's a strict list of surviving relatives. In the event that no relatives are found, the entire estate passes to the Crown.

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Picture SIMON HARRIS



CHANCE: James Simmonds hopes to progress his football career from training at Glenn Hoddle's academy

Ex-Whites midfielder seeks help from Hoddle

FOOTBALL

A FORMER Dover Athletic midfielder is trying his luck in Glenn Hoddle's football academy, seen as a last chance saloon for players trying to get into League teams.

James Simmonds spent a month at Crabble with Dover at the end of their Ryman South title-winning season, after manager Andy Hessenthaler used his extensive contacts to bring him in from Premier League giants, Chelsea.

Simmonds returned to Chelsea at the end of the season but the 21-year-old midfielder found his opportunities at

Stamford Bridge limited.

He, together with 40 other young footballers, have now been picked up by the Glenn Hoddle Academy (GHA) based in Spain and are aiming for a route back into professional football.

The academy is entirely Hoddle's project in which he takes young footballers from around Europe and gives them an opportunity to improve increasing their chances of being signed by a League club.

Hessenthaler, who managed Simmonds during his time at Crabble, is unsure whether the GHA provides enough competitive football for players to progress, but agrees it's a good thing to give players a second chance.

He said: "Leaving Chelsea was the best thing for him. I think there's nothing wrong with going for trials at other clubs but I think some players are a bit unrealistic and set their standards too high. There is no reason not to drop down as it may give you a chance to get back up."

Trophy hopes alive after late penalties

DAVE Bathgate booked Deal Town's place in the last four of the Kent Senior Trophy with two late penalties on Saturday.

The quarter-final tie with Tunbridge Wells looked to be heading for a goalless draw, before it was turned on its head by late penalty drama as Deal won 2-0.

Deal won their first spot-kick two minutes from time, which Bathgate dispatched. Town were given a chance to seal their place in the semi-finals in stoppage time when they were awarded a second penalty, again converted by Bathgate.

This Saturday, Deal get back to the league programme with a trip to title challengers Holmesdale.

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Yourkenttv goes behind the scenes at Lydden Hill for all the latest news

Ashes hero offers top-class coaching

BUDDING wicketkeepers have the chance to improve their game with the help of Kent and England star Geraint Jones and county coach Simon Willis.

The Kent duo are staging specialist wicket-keeping skills courses during the February half-term break.

The club are giving boys, girls and adults the opportunity to train with coaches dedicated to improving techniques and skills.

Jones said: "We'll give every opportunity for those willing to work hard and push past their potential."

For details contact Roz Franklin, 01227 456886 or ross.franklin.kent@ecb.co.uk.

PLEASE SEND YOUR SPORTS STORIES TO SPORTS EDITOR GLENN PEARSON AT
glenn.pearson@kosmedia.co.uk



Picture SIMON HARRIS

SUPER SUB: Jerahl Hughes (in red) replaced the injured Shaun Welford and scored a crucial equaliser for Dover to help set up a win to extend their lead in the Ryman Premier

It's just a matter of time as Dover extend lead

FOOTBALL

■ BY TOM HOWARD

Ashford Town (Msx) 1

Harris 29

Dover Athletic 2

Hughes 71, Browning pen 78

win, which just shows the character the side has this season."

Dover travelled to Middlesex missing several key players, but they began brightly. Laurence Ball, who grabbed the winner in a 2-1 victory over Billericay Town four days earlier, and Olly Schulz came close, while Giuliano Grazioli had a goal chalked off for handball.

Ashford looked a threat going forward and took the lead slightly against the run of play when top-scorer Scott Harris prodded home at the back post. The afternoon got worse for the visitors five minutes later when Welford, who had just had a suspension rescinded, was with-

Dover Athletic starting XI



Subs used: Hughes for Welford 34, Jones for Gore 65, Marsh for Grazioli 83

drawn with an eye injury. Sammy Moore smashed a speculative effort against the crossbar, but Dover only gained the upper hand after the break.

Frustration was beginning to set in despite controlling the game, until Hughes equalised on 71 minutes. Within seven minutes the turnaround was completed when Browning was felled in the penalty area. The former Sittingbourne striker converted from 12 yards to score the winner.

• Dover were due to play Aveley in the League Cup on Monday night. Log on to www.yourdover.co.uk for a match report.

Goal drought ended with trademark Jackson strike

FOOTBALL

BY DAVID PRITCHARD

Folkestone Invicta 1

Jackson 66

Whitstable Town 0



JIMMY Jackson ended Folkestone Invicta's goal drought to settle a keenly contested Kent derby to end a good week for the Seasiders on and off the pitch.

The veteran midfielder's free-kick was the club's first league goal in more than eight hours of league football and was enough to beat a Whitstable Town side which created few clear chances.

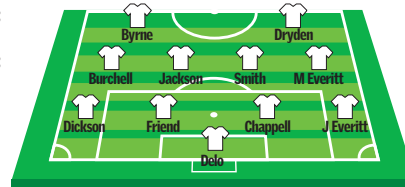
The victory came 48 hours after the club received encouraging news about their outstanding debts (see column).

Seasiders boss Neil Cugley was relieved to see his side finally hit the back of the net in only their second win since October.

He said: "It's hard when you're not scoring goals but I think we thoroughly deserved it. I keep saying I can't knock the players, they worked hard to get the win. We're not playing well yet but hopefully the win will give us a bit



Picture: ICOM KUPRO
Folkestone starting XI



Subs used: Neilson for Byrne 82, Vincent for J. Everitt 89

OVERDUE: Jimmy Jackson scored Invicta's first league goal since November with a sublime free-kick

more confidence to go to the next game, hopefully we'll be a bit more exciting."

Whitstable almost made a perfect start when Dan Wisker raced on to a through ball in the third minute, but his left-footed shot rolled just wide.

Dryden and Jackson came close in a lively

opening, but the game stagnated until Folkestone opened the scoring midway through the second half.

Kieran Byrne was hauled down on the edge of the box and Jackson, so reliable from set pieces, stepped up and found a gap in the wall.

Byrne and Darren Smith had good chances to make the score line more emphatic, but Invicta's back three were rarely troubled even as Whitstable pushed late on.

It was almost certainly the last appearance at home for Dryden, who has interest from at least two clubs. The upside for Invicta is with their improved financial security, Cugley should be able to reinforce his threadbare squad.

He said: "Especially if Jimmy Dryden goes we would be so low on numbers and experience it would be a shame [not to replace him] now, we're only a couple of wins away from staying up."

Invicta visit Burgess Hill Town this Saturday.

FOOTBALL



SAFE FOR NOW: The Buzzlines Stadium, Folkestone

Folkestone Invicta begin long battle against extinction

THE man brought in to rescue Folkestone Invicta from extinction declared himself satisfied after the first meeting with HM Revenue & Customs, but he warned there was still a long way to go.

Invicta announced potentially crippling debts of more than £200,000 in October and have been in limbo for three months, uncertain of what the future held.

Mark Jenner, who saved Ashford Town from financial problems several years ago, was brought in to find a solution.

After meeting HMRC last week to discuss the biggest single part of the debt, he gained several concessions. The most important guaranteed the club's survival until the end of the season and reduced the total debt by £50,000.

It gives Invicta more room for manoeuvre but is only the start of the fight to ensure the club's long-term survival.

"I had hoped they would say let's forget all about it, but we're in the real world and to get it reduced by £50,000 at the stroke of a pen is a big step forward," Jenner said.

"It releases the pressure because the last thing I wanted was final demand notices coming through the letterbox because that would have made the directors think about insolvency.

"The fact we're not going to get those letters means we don't have to think about insolvency, so we can carry on as we are.

"It's not going to be easy, there's a significant amount of money we have to find to satisfy the HMRC, so there will be more conversations, I'm sure, come the end of the season."

Jenner, who has spent several years in and around non-league football, believes Folkestone will not be the only club to hit problems as the recession bites.

He said: "We're not alone. I suspect that throughout this level of football there are a number of clubs in some difficulty at the moment."

LEAGUE TABLES RYMAN PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Dover Athletic	26	23	0	3	+36	69
2 Staines Town	21	13	5	3	+19	44
3 Tonbridge Angels	25	12	7	6	+16	43
4 Sutton United	23	12	5	6	+6	41
5 Carshalton Athletic	23	12	5	6	+4	41
6 Maidstone United	24	11	4	9	+3	37
7 Canvey Island	25	10	5	10	+3	35
8 AFC Hornchurch	22	10	4	8	+2	34
9 Dartford	24	10	4	10	0	34
10 Wealdstone	24	9	5	10	+7	32
11 Hastings United	24	10	1	13	-8	31
12 Ashford Town (Middx.)	23	10	0	13	-4	30
13 Billerica Town	22	8	6	8	-7	30
14 Horsham	22	9	2	11	-5	29
15 Tooting & Mitcham United	24	9	2	13	-7	29
16 Boreham Wood	24	8	5	11	-7	29
17 Ramsgate	27	6	9	12	-32	27
18 Harrow Borough	23	6	8	9	-35	26
19 Hendon	24	7	4	13	0	25
20 Harlow Town	22	7	3	12	-5	24
21 Margate	26	6	4	16	-19	22
22 Heybridge Swifts	22	4	8	10	-7	20

RYMAN DIVISION ONE SOUTH

	P	W	D	L	Gd	Pt
1 Kingstonsian	22	14	5	3	+28	47
2 Cray Wanderers	25	13	5	7	+17	44
3 Ashford Town	25	11	9	5	+20	42
4 Metropolitan Police	23	11	9	3	+15	42
5 Worthing	22	11	8	3	+12	41
6 Sittingbourne	24	12	5	7	+5	41
7 Fleet Town	23	10	10	3	+18	40
8 Dulwich Hamlet (-3)	25	11	7	7	+11	37
9 Merstham	23	10	7	6	+7	37
10 Walton & Hersham	24	10	7	7	+1	37
11 Godalming Town	24	10	6	8	+13	36
12 Eastbourne Town	25	10	5	10	+3	35
13 Folkestone Invicta	24	9	8	7	+2	35
14 Croydon Athletic	24	7	7	10	-4	28
15 Whitbydale	24	7	4	13	-16	25
16 Leatherhead	22	7	4	11	-16	25
17 Burgess Hill Town	23	6	6	11	-7	24
18 Chipstead	24	5	8	11	-23	23
19 Walton Casuals	24	5	5	14	-18	20
20 Corinthian-Casuals	24	4	8	12	-21	20
21 Whitstable Town	24	4	2	16	-26	20
22 Crowborough Athletic	24	3	3	18	-28	12

KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Hythe Town	18	13	2	3	+21	41
2 Holmesdale	18	12	3	3	+23	39
3 Tunbridge Wells	17	11	1	5	+19	34
4 Heme Bay	19	11	1	7	+18	34
5 Faversham Town	16	10	1	5	+26	31
6 Erith Town	17	8	5	4	+13	29
7 Erith & Belvedere	16	9	2	5	+8	29
8 Greenwich Borough	16	9	1	6	+2	28
9 Deal Town	17	6	5	6	+5	23
10 VCD Athletic	13	7	1	5	+15	22
11 Sevenoaks Town	17	6	4	7	-4	22
12 Croydon	14	6	2	6	+4	20
13 Norton Sports	16	6	1	9	+4	19
14 Slade Green	17	5	3	9	-6	18
15 Beckenham Town	19	4	2	13	-11	14
16 Lordswood	17	2	2	13	-23	8
17 Sporting Bengal Utd	19	0	0	19	-78	0

FIXTURES

(Saturday): Ryman Premier League: Dover Athletic v Hastings United; Ryman South: Burgess Hill Town v Folkestone Invicta; Kent League: Holmesdale v Deal Town, Tunbridge Wells v Hythe Town

Cassius hat-trick dents Hythe's title aspirations

FOOTBALL

Erith Town 4 Hythe Town 1

A HAT-TRICK from Kent League top scorer Marcus Cassius sent leaders Hythe Town crashing to only their third league defeat of the season.

Dave Cook scored a late consolation but it could not disguise an afternoon to forget for Hythe, who were thoroughly outplayed by Erith Town's ten men.

Hythe had not played a competitive game for three weeks due to a succession of postponements. They beat Canterbury City 2-1 in a friendly last week to prepare for the trip to Erith, but it appeared to have made little effect in a lacklustre performance.

The game pitted the division's two most in-form teams against each other; Hythe were looking for their sixth successive victory, while Erith's unbeaten run stretched back to mid-November.

With highly-rated goalkeeper Jack Bradshaw unavailable, Erith did not have a recognised goalkeeper in their squad. Defender Dean Kearley filled in between the sticks.

Cassius' 17th goal of the season separated the sides at the break after a tight first half. Hythe had come from behind to win several times this season, but their task became insurmountable when Dean Burns and another from Cassius made it 3-0 with 20 minutes remaining.

Cook reduced the deficit five minutes from time but within a minute Cassius had



Picture: ICOM KUPRO

OUTCLASSED: Dave Cook (left) scored late on in a damaging defeat for Hythe Town on Saturday

grabbed his third for the hosts.

The only positive to take from the game was closest challengers Holmesdale lost at lowly Lordswood, so Hythe's two-point lead was preserved.

Manager Paul Fisk will expect a response this Saturday when his side visit third-placed Tunbridge Wells.

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Gills boss Mark Stimson talks about his January transfer targets

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